

GRAIN DEALERS' JOURNAL

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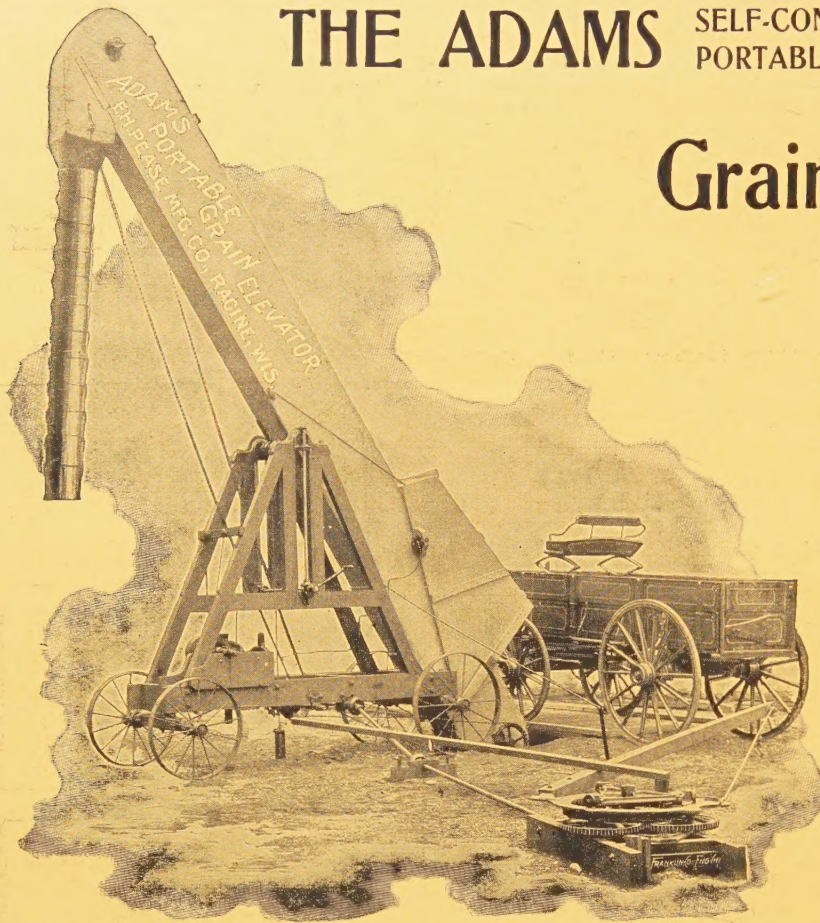
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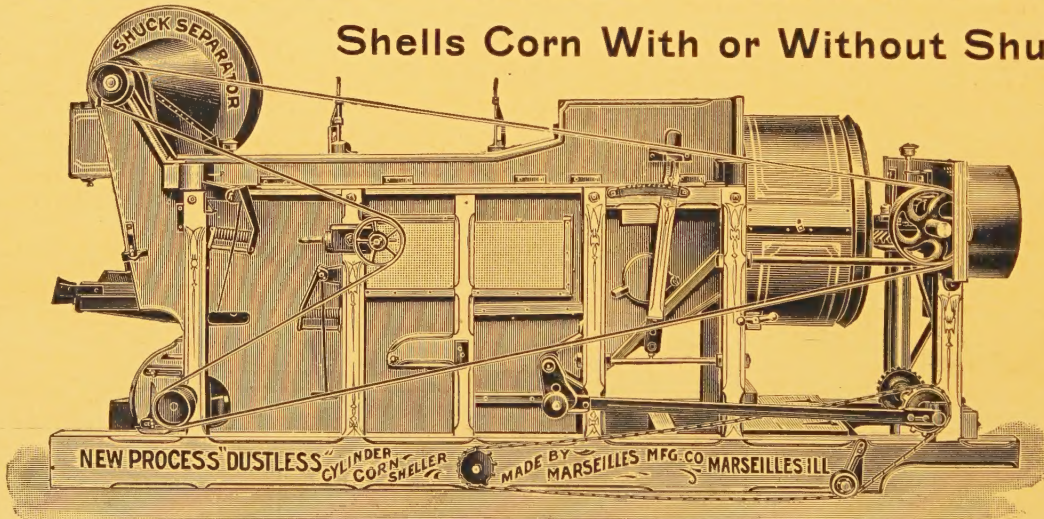
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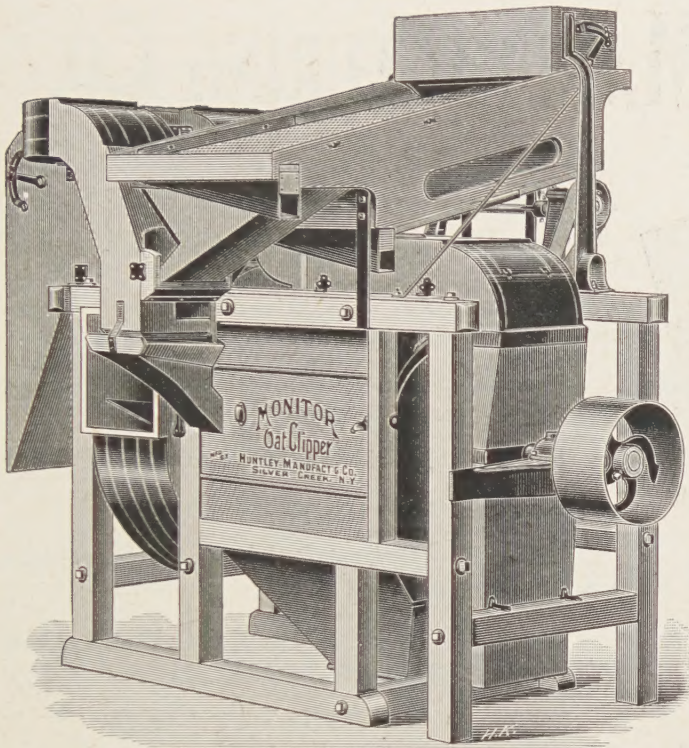
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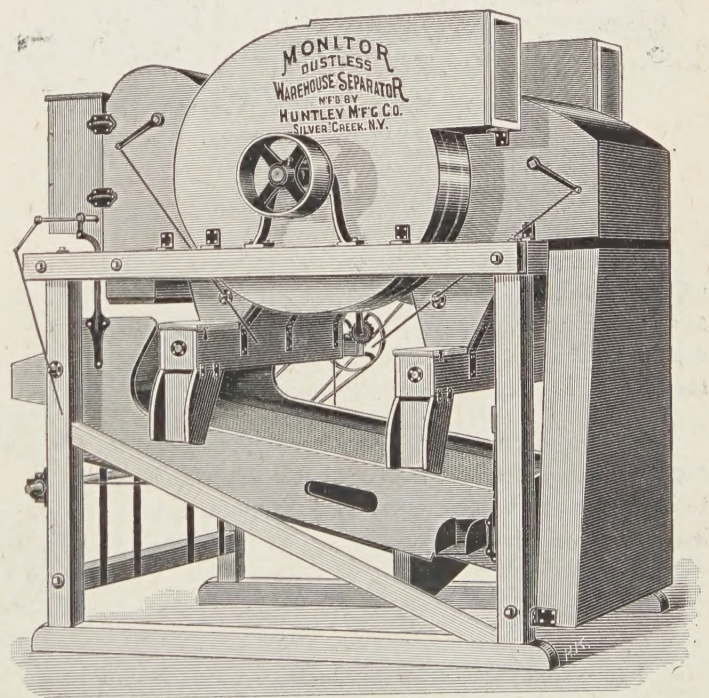
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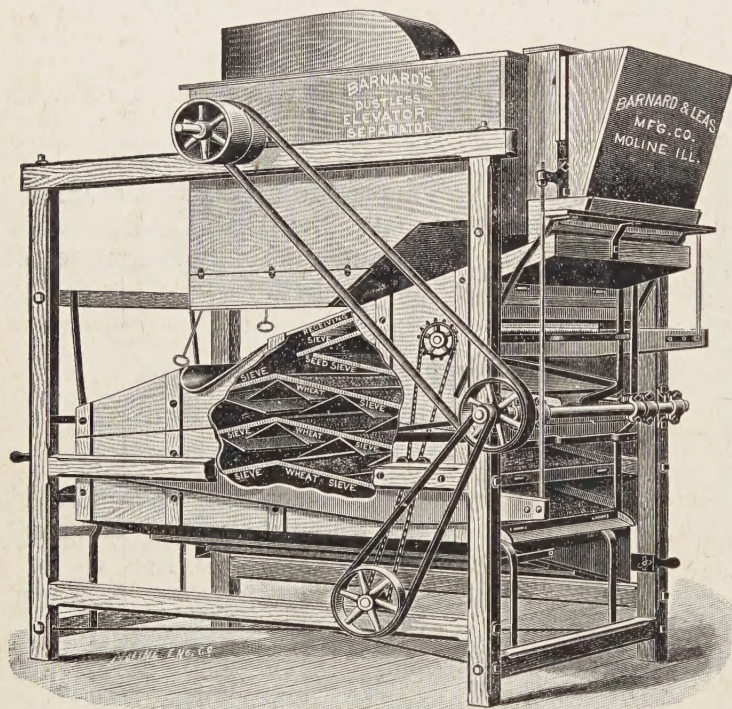
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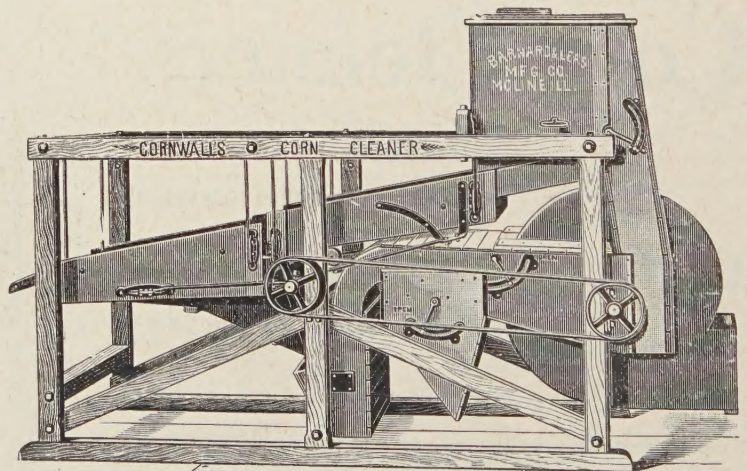
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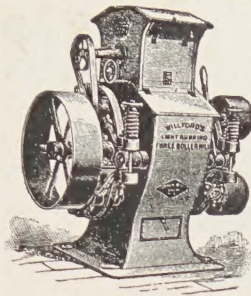
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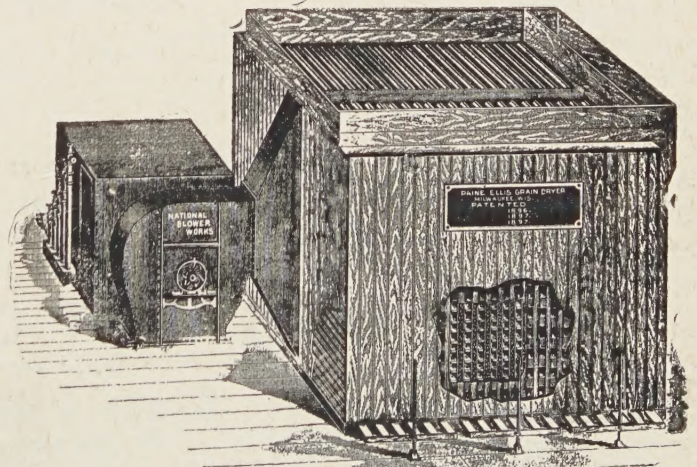
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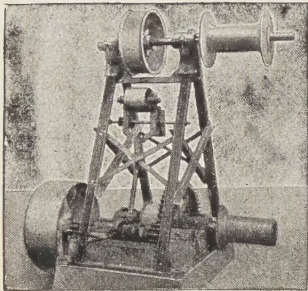
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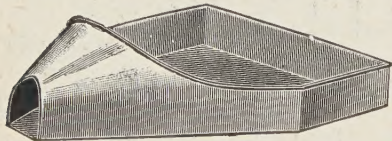
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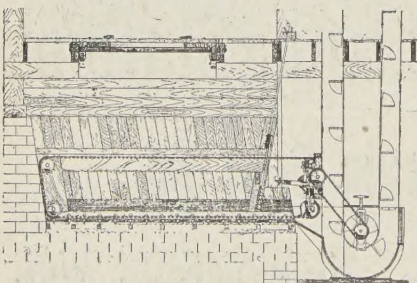
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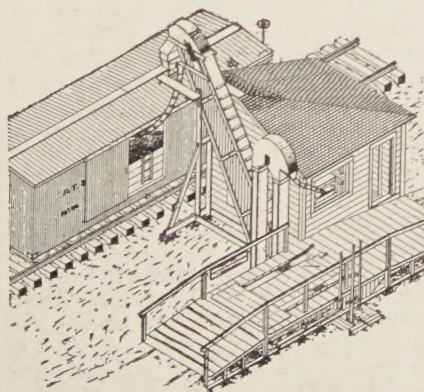
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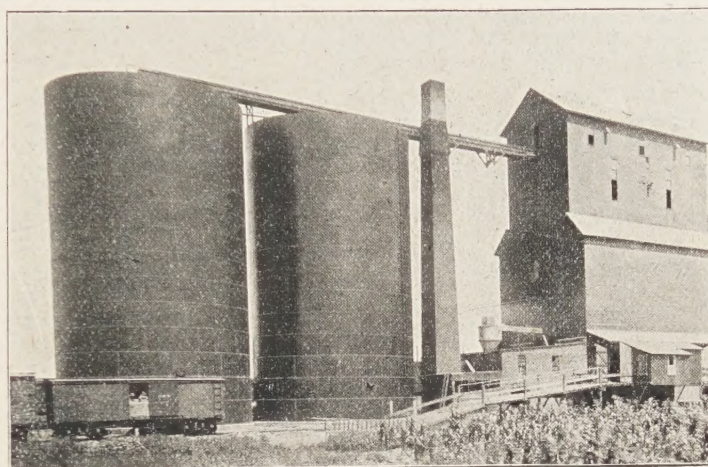
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GRAIN DEALERS' EXCHANGE.

FOR SALE.

ELEVATOR AND RESIDENCE for sale. Drawer D, Kirkman, Ia.

GAS ENGINE of 9 h.p. for sale. A. Graeff, 571 Clybourn Ave., Chicago.

PORTABLE ENGINE for sale; mounted; 10 h. p.; in good shape. A. N. Drummond, Guernsey, Ia.

ELEVATOR. For sale or rent, my 3-story elevator situated on P., F. W. & C. R. R. N. R. Park, Ada, O.

GASOLINE ENGINES for sale or exchange. All makes and sizes. McDonald, 72 W. Washington st., Chicago.

SCALE for sale cheap; 6-ton Monarch wagon scale; good as new; little use. La Rose Grain Co., La Rose, Ill.

2ND-HAND scales & trucks of various makes for sale. Repaired and warranted. Standard Scale & Fixt. Co., St. Louis, Mo.

STEAM BOILER for sale at a bargain; 48 in. by 16 ft. J. P. S., Box 8, care Grain Dealers Journal, Chicago, Ill.

ENGINES, BOILERS, \$25 cash, balance on easy payments buys the best 8-h. p. engine. M. E. Howard, Indianapolis, Ind.

GASOLINE ENGINES Bought, sold, exchanged; guaranteed in perfect repair. Gas Engine Repair Co., 43 S. Canal, Chicago.

ELEVATOR at Beatrice, Neb., for sale; 10,000 bu. capacity; in good repair; crib capacity 12,000. E. P. Bacon & Co., Milwaukee, Wis.

ENGINE AND BOILER for sale; 1 20-h.p. Noyes boiler and 1 7x14 Frost Mfg. Co. engine, with all fixtures; \$250. J. Cole & Co., Blanchard, Ia.

ELEVATOR for sale. Growing wheat all right; good location; no opposition; bargain; steam power; corn and wheat dump. M. E. Harris, Cowan, Ind.

ELEVATOR FOR SALE; 36x94; capacity 50,000 bu; crib, 2,500. Nearly new; good business. B., Box 6, care Grain Dealers Journal, Chicago, Ill.

FEED GRINDER for sale cheap; 24-inch, steel, double. Bargain. The best feed mill in the country. No use for it here. E. W. Labombarde & Co., Nashua, N. H.

GAS ENGINES FOR SALE; 2½ h.p. and 4 h.p. Webster; 2 Pierce; new Backus engines, 1 to 50 h. p. Backus Gas Engine Co., 171 Lake street, Chicago.

GASOLINE ENGINES at a bargain; 24 h.p., 12 h.p., 28 h.p.; also refitted scales. New elevator supplies. A. P. Ely & Co., 1110 Douglas street, Omaha, Neb.

SECOND HAND GAS AND GASOLINE ENGINES; dynamos and motors; all sizes; guaranteed for 1 year. Price Machinery Co., 54-60 S. Canal St., Chicago.

WAREHOUSE for sale, with feed mill. Handle grain, flour, salt, cement, hides and clover seed. Wisconsin. J. E., Box 9, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

FOR SALE.

THREE IOWA ELEVATORS for sale, in the best grain section of the state; western Iowa. If you are looking for a good location and a bargain, address Lock Box 418, Charter Oak, Ia.

KANSAS ELEVATOR for sale, steam power, capacity 15,000 bushels. Good station, 300 to 500 carloads shipped annually. Address Pawnee County, care Grain Dealers Journal, 10 Pacific avenue, Chicago.

ONE OR FOUR ELEVATORS for sale on easy terms as I don't want the money and sell on account of poor health. We ship over 1,000 cars grain a year. For terms and particulars write M. D. Burke, Pemberton, O.

FEED ROLLS, SCALES.—3 three-high feed rolls, 1 600-bu. and 3 60-bushel hopper scales, at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Ave. S., Minneapolis, Minn.

ROBINSON'S CIPHER CODES. I have two dozen copies of Robinson's Cipher Code, latest edition, bound in cloth, will sell, express prepaid for \$30. Greenville, Box 4, care Grain Dealers Journal, 10 Pacific ave., Chicago.

ELEVATOR 8,000 bushels, with wagon and hopper scales, 16 h. p. gasoline engine, wheat cleaner; sheller and dumps. Also grind feed. Good territory, local monopoly in grain, coal and farm machinery. Will have to sell soon. S. G. Chamberlain, East Liberty, Ohio.

BARLEY GERMINATOR for sale. Do not guess at the quality of your barley, or depend upon the buyer at the central market. Get a germinator, grow a sample and determine with exactness its true value. It will prove a profitable investment even if you ship but one car a year. Price, \$5 to points in the United States. Address Germinator, care Grain Dealers Journal, Chicago, Ill.

GRAIN AND COAL BUSINESS FOR SALE, at Red Oak, Ia., including elevator, coal bins and barns. Elevator, 25,000 bus. capacity; new and substantially built; only one in town. Grain and coal business both good. The best country elevator in Southwestern Iowa. R. A. Stevens, Red Oak, Ia.

ENGINES AND BOILERS CHEAP.

25 h.p. Atlas at Cornlea, Neb.

15 h.p. Atlas at Howells, Neb.

10 h.p. Frost at Humphrey, Neb.

In good repair and running daily. Are substituting gasoline engines. Crowell Lumber & Grain Co., Blair, Neb.

ELEVATOR FOR SALE; in heart of grain country, having handled 350,000 bushels in 1898. Storage capacity, 50,000 bushels; daily capacity, 20,000 bushels. Elevator was built in 1896, is equipped with the best of improvements, new office and fixtures. Also four acres of land and residence property. Owners want to retire. Indiana, Box 6, care Grain Dealers Journal, 10 Pacific av., Chicago, Ill.

FOR SALE.

RARE OPPORTUNITY.—Having decided to retire from business, I offer for sale the grain, lumber, coal and live stock business at Shabbona. Plant consists of two elevators (capacity 70,000 bushels); lumber and coal yards, lime house, etc. Buildings in good condition, no competition, well established trade. Terms half cash. Call on or address W. M. Mercer, Shabbona, Ill.

WANTED.

GRAIN TESTER WANTED. T. G. White, Marion, Ia.

COUNTRY ELEVATOR WANTED to buy or rent. R. Davidson, German, O.

BOILER WANTED, 25 h. p.; second-hand. W. W. Cameron, Chester, Neb.

ELEVATOR WANTED.—Want to lease or buy good small country elevator. L. Wetzel, Lisbon, Ia.

ELEVATOR WANTED at good point in the Northwest. Give particulars. A. E. Conner, Arlington, S. D.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

WANTED.—Contractors to sell our grain handling machinery. See ad. B. S. Constant Co., Bloomington, Ills.

ELEVATOR WANTED in central Illinois. X. Y., Box 8, care Grain Dealers Journal, 10 Pacific avenue, Chicago.

ELEVATOR wanted to buy or rent in Dak., Minn. or Northern Ia. M., Box 9, care Grain Dealers Journal, 10 Pacific Av., Chicago.

FEED STONE wanted; 30-in. under-runner, double geared feed stone. Must be in good shape and cheap for cash. Box 1305, Piqua, Ohio.

CARD INDEX wanted; two drawers. State condition and price. Address Cards, Box 9, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

WANTED—OIL SALESMEN to sell lubricating oils and greases on salary or commission; excellent side line. The A. G. Harbaugh Co., Cleveland, O.

GRAIN ELEVATOR in Ohio, on the B. & O. Ry. or its tributaries, wanted to buy or lease. S. S. Daish & Son, 208 Florida Av., N. E., Washington, D. C.

ELEVATOR: Wanted to lease elevator in good grain district of Iowa or Illinois. May buy. Give full particulars. Address W. A. Holdren, Thornton, Iowa.

GOOD GRAIN AND COAL BUSINESS WANTED to buy, or would lease a line of four to six houses. Give full description and price in first letter. M. W. Lee, Dunlap, Ia.

POSITION WANTED as superintendent of terminal elevator. Now and for over five years foreman. Foreman, Box 5, care Grain Dealers Journal, 10 Pacific Av., Chicago.

ELEVATOR WANTED.—Will lease with option to buy, or will buy half interest with right man. I. G. M., Box 9, care Grain Dealers Journal, 10 Pacific Av., Chicago.

[Continued on page 248.]

GRAIN DEALERS' JOURNAL

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GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., MAY 10, 1899.

The gasoline engines are depriving many old blind horses of their jobs.

Texas grain dealers are rapidly getting together; the cotton broker must go.

You can not run a gasoline engine with kerosene oil or water, as some elevator men have tried to do.

Receipts at terminals should not be docked for shrinkage in handling, yet they ever will be until the shippers take a decided stand against the practice.

Why are so many Ohio elevators for sale? Would not all of them be bought quickly if the dealers would get together and conduct the business at a living profit?

Many hasty farmers who plowed up their winter wheat have been overcome by remorse since the late rains resuscitated the "winter killed" wheat of their more conservative neighbors.

The elevator men who put in driers to dry Manitoba wheat have met with gratifying success and secured a handsome profit on their investment as well as the return of the capital invested.

Good grain stations are much sought in Nebraska and command a good premium whenever a transfer is made. Additional evidence is not needed to prove the efficacy of association work in Nebraska.

The regular grain dealer is interested in good roads to the extent that such roads would make his market accessible to farmers the year around. His business would not be suspended so often by impassable roads.

Until the day comes when rail carriers cooper their own cars and give clean bills of lading it behooves every shipper to inspect the condition of each car before loading grain into it. Old, worn out, uncoopered cars readily explain the cause of large and costly shortages, and yet careless shippers want to know why it is their shipments never hold out at destination. The big-

gest thief in the grain business is Rank Carelessness.

The crop experts who claim to have been "seeing things" from the Santa Fe trains which fly across Southern Kansas and the territories are credited by those who plow the ground with mistaking early oats for belated winter wheat.

The crop killers will be delighted to learn that recent experiments show that grain will stand a little cold and not lose all its vitality. Barley and oats were kept in liquid air at 312 degrees below zero, 110 hours, and then slowly thawed for 50 hours. Upon being planted they germinated and grew, but did not blossom into crop liars.

Your elevator needs repainting, you know that. Now when you go to buy your paint, bear in mind that it costs the same for labor, no matter if you use the cheapest and poorest paint obtainable, also consider the fact that the paint which will put off longest the necessity of repainting is surely the best and the most economical.

Twenty-one Buffalo elevators have formed another pool, but it is not near so exacting as the old band of robbers, in fact the charge for transfer and 10 days storage (few if any shippers want storage) is half a cent per bushel, which is $\frac{3}{8}$ of a cent less than the old pool's price and $\frac{1}{8}$ of a cent higher than is permitted by the state law of 1893.

Nearly 10,000 bushels of oats were hauled 300 miles back to Chicago because the elevator was not properly equipped to handle it to advantage. The freight on that grain would have gone a long way towards paying for improved machinery. Competent operators and good cleaning machinery will pay a good profit almost anywhere.

A campaign against bucket shops has been begun in Brussels. They have not secured the services of John Hill, Jr., yet, and it is certain they will not, unless they give a satisfactory bond to insure the fight being conducted to a finish. No prosecutions have been conducted in Chicago for some time and naturally the bucket shops are multiplying rapidly.

A striking sign on each side of an elevator exposed to view from adjacent streets will invariably prove a profitable investment. The sign "Cash for Grain" has brought many customers to the elevator. It is also advantageous to have the firm name painted in conspicuous places on the elevator, as it advertises the business to those who pass on train, vehicle or foot, and assists grain sellers in delivering their grain to the right house.

The lending of bags to farmers will be the principal question for discussion at the next meeting of the Southern Ohio Grain Dealers Association, and it is to be hoped it will terminate in an ironclad agreement to stop the burdensome practice. It is not necessary nor fair to the dealers. It is puzzling to understand why competition has not prompted the dealers to furnish wagons and horses as well as bags to the prosperous farmers. By so doing they might rest assured each customer would market his wheat in the adjoining county.

A St. Paul agitator who is possessed of more avarice than honesty is again trying to arouse the farmers to build 1,000 elevators in the Northwest and thereby save the profits of handling their own grain or rather to give it to the National Organizer, who has been named as General Buyer to buy all the grain of the farmers and shut out the "monopolistic buyers." As a remarkable scheme for raising funds for the General Buyer this one will commend the admiration of all benighted grain growers who are gullible enough to swallow the Buyer's poorly covered hook.

The grain shovelers of Buffalo, by their continuous quarreling and striking, hasten the adoption of mechanical devices for doing their work. Several times every season the grain trade is held up at that port until the whims of the shovelers are appeased or smothered. More trouble is experienced at Buffalo than all other lake ports combined. It is time the trouble was thoroughly investigated. If the system is wrong, or if the shovelers have just cause for complaint, some changes should be inaugurated which will effect a permanent relief. The grain shippers have already suffered too much delay.

The rapid improvement being made in the facilities for weighing grain at country points is bound to force the retirement of the small capacity, old style hopper scales now tolerated in many terminal elevators. The users are fully aware that the use of such inferior weighing facilities increases the opportunity for error in weighing, reading and recording. Their parsimony seems to forbid them to make the needed improvements and to provide hopper scales of sufficient capacity to weigh the largest carload at a single draft. The improved automatic recording devices, which stamp the weight shown by the beam on a card and eliminate all opportunity for error in recording should also be adopted and their use enforced. The trade has already suffered too much from careless methods; the patience shown is remarkable, but it is exhaust-

ed and the time for prompt reform is at hand.

Peddlers and fly-by-night cheap John merchants are making much trouble for the established merchants of some Eastern Iowa towns and swindling persons looking for bargains. The conditions seem to be ripe for the enactment of an ordinance providing for license fees for transient merchants and irregular grain buyers. Both thrive by trickery and dishonest methods. If they wish to do the persons buying or selling in a town, they should be required to pay a high fee each month for the privilege and thereby help to support the local government and schools. They never stay long in one town and will skip towns taxing them.

If the Interstate Commerce Commission could find a single excuse for requiring rail carriers to transport grain products at the same rate as grain there might be some cause for uneasiness regarding the outcome of the investigation the Commission has been petitioned to make. It is clear that uniform rates on raw and manufactured products would work to the advantage of the American makers of cereal goods, but it cannot be guaranteed that such a change would increase our exports of cereal products or the amount of labor employed in those industries as contended. The carrier's cost to transport grain is less than to transport grain products and it is right that the grain should have a lower rate.

The Internal Revenue Commissioner who worked so energetically to secure the amendment of the law so as to strengthen his unjust demand for stamps on all scale tickets, must be somewhat chagrined by his failure in this fight, as well as in his efforts to levy tribute from every grain dealer. Some ignore this feature of the law entirely and place no stamps on any form of order issued to the farmers for pay for grain. A few put a stamp on each check and deduct the two cents from the amount due the farmer, who kicks but submits. Others issue scale tickets bearing the net weight and price per bushel, but not the amount due, these are taken up when the farmer has finished hauling his grain and a stamped check issued. In some towns of the spring wheat states scale tickets are accepted for goods at any store and many of them are not stamped despite the rigorous law and vigilant revenue commissioners. The country grain merchant is taxed by the law out of all proportion to the taxes levied upon his fellow townsmen. His telegrams, bills of lading, drafts, orders, checks, hedges and storage certificates must all bear stamps according to the law, but some

do not understand it. Some evade the tax by paying cash to farmers upon delivery of grain, others by employing cashiers or clerks, who figure up the scale tickets and cash them with the buyer's money. It should not be necessary for buyers to pay a tax every time they buy a load or a part of a load of corn.

Some of the grain dealers operating on a large scale in Missouri are incurring the ill-will of the local dealers by quoting and selling corn to feeders at the same prices they quote the regular grain dealers. They could sell just as much corn and at same prices by confining their business to the dealers. As long as they conduct a retail trade they cannot expect orders from the local dealers. Formerly the feeders were content to buy of the regular dealers and would still patronize them if the large operators would make their quotations to feeders half a cent higher than to the dealers. It would seem that the trade of the dealers would be much more desirable, for they buy in larger quantities and are more responsible.

Kansas has a new law entitled, "An Act to Prohibit Combination in Restraint of Trade," which is a wonder. Every regular dealer of the state should peruse it carefully and then if he is weary of having his grain shipments docked to allow for shrinkage in handling by the terminal elevators, he can insist upon the enforcement of Section 1, of the law which provides, that, "if any person, company, or corporation doing business in Kansas, shall make any agreement, expressed or implied, or by any understanding or combination with any person, company or corporation within or without the state, by which any shipper of seeds, grains, hay or live stock is to be defrauded out of any portion of the net weight of any consignment of grain, seeds, hay or live stock, all such agreements or combinations are hereby declared to be in restraint of trade, and any such person, company or corporation shall be deemed guilty of a misdemeanor and upon conviction, shall be fined in the sum of not less than \$100 and not exceeding \$1,000 for each offense." It is puzzling to understand why the author of the bill did not consider the culprit guilty of fraud or stealing. Doubtless irrepressible aspirations to become President crowded upon him so fast when drafting the bill, that he could not tell whether he was rocking the cradle or writing a volume of jokes for Judge. Daylight dreams of his own greatness seems to have fuddled him completely. If Senate bill 426, which became a law April 4, is upheld by any court both the judge and the author will need treatment.

LETTERS FROM THE TRADE

UNEVEN GRADING.

Grain Dealers Journal: I have more complaints to make of the grade than I have of weights. I have shipped cars of corn that I know should grade No. 3, that went rejected if the price of corn fell. I have shipped rejected corn that graded No. 3 in the market if the price was rising. This shows that something is wrong, and that a man should not ship at special bids, as it is only a snap to work backwards.—J. R. Martin, Alleville, Ill.

BAD METHODS OF SHIPPERS.

Grain Dealers Journal: The principal difference in weights, we think, comes through slackness of country shippers in lining cars and in their weighing grain on track scales, or team scales, neither of which we consider very accurate. We think if the country shippers would take more pains there would be a great deal less cause for complaints. We have very little, if any, trouble on bag stuff coming in to us.—The Albert Dickinson Co., Chicago.

DUTY OF RECEIVERS TO ADJUST SHORTAGES.

Grain Dealers Journal: It is the duty of every commission man to look after any report of shortage in weights by his customers. If he does not there are commission men who will, and will also do all in their power to adjust same and report where and why the shortage occurred.

A check weight bureau would be of great benefit if it could be established in every grain center in the United States; but finding the shortage and getting pay for the same is hard to do. As a rule grain is sold destination weights and grades and shortage is never made up. J. P. Bache, Ficklin, Ill.

RAILROADS SHOULD GUARANTEE WEIGHTS.

Grain Dealers Journal: Perhaps there is no more serious subject connected with the grain business than shortages in grain shipments.

The great trouble, we think, will be found in coping with the various systems of shipping and handling grain, and we do not know how to remedy this evil unless the transportation companies will guarantee the amount of grain that they deliver. This we think would not be a very serious matter or one that was difficult to perform in grain shipped from public elevators. Such shipments we are firmly of the belief should be receipted for in bushels, with a guarantee from the transportation company that the number of bushels receipted for should be delivered, the same as lake-and-rail grain is handled. If we bring in a cargo of lake-and-rail grain, weights are guaranteed; the grain is weighed at the company's elevators and all claims are promptly settled.

The difficulty would be where the grain is shipped from country or interior points where no elevator is provided and possibly very poor facilities for weighing. We believe this is a matter for legislation and do not sup-

pose the railroad companies would submit to it unless forced to. It strikes us as practicable and it would necessitate the railroad companies at all shipping points to have their agents look carefully after the weighing of grain; the same thing could also be done at the points of delivery. E. L. Rogers & Co., Philadelphia, Pa.

A NEBRASKA STORAGE CERTIFICATE.

Grain Dealers Journal: I would be pleased to know what grain dealers think of the following form of storage certificate. I know country elevator men are forbidden to store grain for a compensation without filing a bond for \$10,000 and being granted a license by the State Board of Transportation, but

think this is pretty rank. An Iowa Grain Buyer.

SHORTAGES; BELIEVES IN SUPERVISION OF.

Grain Dealers Journal: I would approve of any system that would compel all parties interested in receiving or shipping grain or any other products, to deal honestly with both shipper and receiver; and I would willingly pay any reasonable amount, for the supervision by some good, trustworthy man, of the cars of grain I may ship to such markets as might have a supervisor.

The system of weighing in Chicago is much better than it was 40 years ago; but there is a big shortage or stealage in a great many consignments to that market yet, which should not be. Neith-

CHECK WEIGHMEN—LOADING FEE.

Grain Dealers Journal: I am glad to know that the grain men are waking up to their interest. Short weight has been hurting us more than any one thing we have to contend with. Our Kansas organization has put check men at the different elevators in Kansas City to look after the interests of those who belong to the Association. While it is yet young, it has shown itself to be a great benefit. Our weights are much better than before, and I would not want to suggest anything different until that has been tried thoroughly. If our men are honest I think there is no better way to secure honest weights; and it is not very expensive—25 to 50 cents a car.

If we could get the railroads to put in track scales at every point where there are 150 cars of grain shipped each year, and have their agent weigh the empty and loaded car, making the railroad responsible for the grain that is loaded, then we would do away with shortages. We would get better cars, and the elevator and mill men would not dispute the weights of the railroad. We have a law, passed in 1892, requiring track scales; but the railroad commission has not backbone enough to put the law in force. I think the grain men will wake up after a while and see to it that every state makes that kind of a law and enforces it.

Grain men ought to insist upon the railroad companies giving a loading fee to every grain man that has an elevator and grain house that will hold 10,000 bushels. A fee of not less than 2 cents per 100 would do away with the scoop shovelers and shortages of cars. It has been a rule here with the railroad company to furnish scoop shovel men with cars before elevator men. They say to the elevator men: You have an elevator to put your grain in and the other fellows have none and they ought to have the cars when they are scarce. We must do something in this matter or our property is worthless that is tied up in the grain business. I wish the National Association would talk up this matter with the different railroads. If we can get one started right we can soon get the rest to follow.—B. F. Cary, Freeport, Kan.

While in Chicago recently, Major B. Webb, president of the London Corn Trade Association, said that if America gets the price of wheat up very far Europe will do a great deal of selling over here.

Speculation in all commodities is a legitimate and necessary part of the business in handling those commodities, but speculation in grain and provisions as conducted is merely a transaction in "wind" and rarely has anything to do with the actual property. The reason of this is that while under the rules the actual delivery on all contracts is "contemplated," it usually ends in contemplation, and the delivery is never made. The great evil of this method of trading lies in its disastrous effect upon values. Compel the actual delivery daily on all these transactions as they do in the stock market, and when Mr. Bear feels like putting out a few millions that he does not own, make him borrow it at a good smart premium, as in an oversold stock in Wall street.—G. W. Shepard in the Investor.

..... Bus	BEWSHER'S, NEB.....189..
At Market Price.	
NOT SUBJECT TO STORAGE.	Received from
..... bushels and	
pounds of..... for which.....	agree to pay market
price on demand, to said.....	or order, upon return of
this receipt and payment of insurance at the rate of.....	cent per bushel per month or
fraction part thereof from date; and it is understood that if this grain is sold within.....	
days no insurance will be charged.	

the requirements make the working of the law impractical, so I store free and charge a profitable rate for insurance. That is lawful and it enables me to store grain for the farmers who want to store and are willing to pay a fair sum for the accommodation. I have made more money during recent months by storing than by buying and selling. I think the elevator man should be permitted to store when the farmer desires it. I would be pleased to read what other elevator men think regarding the practice.
T. M. J.

A TRICKY TRACK BUYER.

Grain Dealers Journal: We give the following bit of information for the benefit of Iowa dealers selling on track. Last February we wired sale of two cars oats to a Des Moines broker from whom we had a card bid offering a certain price for acceptance to reach him by 9:25.

About 2 o'clock that afternoon we received a message back from him, saying that message reached him too late and he could not confirm sale; and the next morning we received a letter to the same effect. As we were quite positive the message had reached him before the stated time, we investigated and found it was delivered to him at 9:20—5 minutes before the time stated on his card. After we had written him several times, he finally agreed to pay us the difference between what we sold the oats at and the drop, amounting to about \$15 as soon as he got his commissions for buying, which would be soon after the first of the month (March), but he has put us off ever since and will probably never pay. As a general thing we have been treated fairly by track buyers; but

er would there be, if these men who attend to the weighing attended strictly to their business. I have no complaints of shortages in any other markets, but only Chicago. What grain I consign there invariably falls short from 5 to 8 or 10 bushels to the car, and I can safely say the average would not be less than 8 bushels per car. Consequently I try to avoid that market all I can. A. F. Foll, Lena, Ill.

LARGE HOPPER SCALES A CURE FOR SHORTAGES.

Grain Dealers Journal: The matter of shortages in shipments worries the country shipper more, I think, than any one matter he has to contend with. I am inclined to think the best way to stop the shortages would be, if it could be done, to have every shipper have a first-class way to weigh grain into the cars on inside hopper scales in large drafts. I think there is a great deal of grain loaded into cars in a careless way, weighed in on small scales, wagon scales, and some not weighed in any way. If all grain was weighed into cars in a first-class way those who unload it would understand that shortages, without some good reason for them, would not be stood by shippers, and they would not be made.

I think it is absolutely necessary for shippers to be able to weigh their grain into cars in such a way that they are sure that they have made no mistake; and so long as they weigh on small scales and wagon scales they cannot be sure that they are right. G. D. Ettlinger, secretary and treasurer Bourbon Elevator & Milling Co., Bourbon, Ind.

ANNUAL MEETING OF TEXAS DEALERS.

The first annual meeting of that remarkably successful organization of the Lone Star State the Texas Grain Dealers' Association was called to order by President Harrison of Sherman, May 8 at 1:45 p. m., in the prosperous city of Ft. Worth.

President Harrison read the following address:

The President's Address.

Gentlemen of the Convention: As my past record has never shown any attempt at speechmaking, it would be useless for me to undertake now anything more than a plain business talk. Besides, my natural timidity warns me against thus courting an attack of stage fright. And again, there are so many silver-tongued orators these days that all eloquence is at a discount.

As a convention, we have both business and pleasure before us. Could I add to your enjoyment by an extended effort at speechmaking, it certainly would be my pleasure to do so. Since I admit my failure in this direction, it is most fitting that I should proceed to a discussion of such business as I feel should be brought to your attention, together with some recommendations for our future as an Association.

Without anticipating the Secretary's report, I will now briefly review the course of our Association to date: Something less than a year ago—or, to be exact, on the 16th day of August, 1898—the Texas Grain Dealers' Association came into existence. On that date sixteen dealers met in the warehouse of P. T. Andrews & Co., in this city. Undaunted by the small attendance, that Spartan sixteen effected a permanent organization, appointed a committee on constitution and by-laws and adjourned to reconvene on Sept. 16th, at which time this committee reported and the constitution and by-laws were adopted. By the time of this meeting our membership had increased to forty-nine. Today we have an enrollment of 113, and we haven't reached the limit yet.

To say that I am gratified with this showing is to put it mildly. The Association has about reached the point where it becomes the arbiter of the grain business in Texas, and to a certain degree in the Indian and Oklahoma Territories. That such arbitrament will redound to the credit of the grain trade in Texas I have not the slightest doubt. We are now strong enough in members to confine our purchases almost exclusively to the membership of the Association, and I would earnestly recommend that this be done so far as possible. I believe, too, that buyers from all sections reached by our grain trade will henceforth confine purchases from Texas and the Indian Territory almost exclusively to our membership.

As to the results for the past year, I consider them far greater than would at first appear. The work, with attendant results, will be set forth by the several committees in their reports. I shall only briefly refer to the work of these committees: Beginning first with the Committee on Arbitration, I am pleased to say that few claims have been brought before this committee for adjustment. This would argue either that there had arisen but few differences during the year or that these differences had been adjusted without resorting to arbitration. In either case I take it that the moral effect of a board for the purpose of arbitrating such differences is responsible for the very few claims that this committee has had to consider during the past season. I believe that a great many members can report the satisfactory adjustment of claims for which the mere suggestion of submitting the case to the arbitration committee was responsible.

Secondly, I would call your attention to the work of our insurance committee in securing for us a reduction of from 30 to 40 percent on all insurance. This saving alone will pay the cost of membership in the Association many times over.

Third, I would speak of the efforts of our transportation committee, resulting in our free trip to Galveston, which proved both pleasant and instructive; its influence in effecting a settlement between the State Railroad Commission and the railroads, resulting in the restoration of commission rates; and its arrangements for the pleasant—and, I trust, profitable—trip to Mexico immediately after our adjournment.

I trust that the past season has proven profitable to you all, and as our '99 grain crop will soon begin moving I confidently predict smoother sailing, and a more sat-

isfactory season's business for the members of the Association than heretofore experienced by any of us. It must be remembered that the usefulness of our Association is just in its inception. We are young yet. We already have a majority of the most enterprising grain men of the state and territory enrolled as members.

As a subject for reflection to those who are not members, I think it pertinent to say that from a business standpoint none of us could afford to give time and study to the upbuilding of this organization unless our faith in its power to better conditions surrounding our business was absolute. (The non-member will please ponder over that proposition.) We have improved some of these conditions. We seek to improve others, and will surely succeed. Our cause should be a common one, and your co-operation is invited. Become one of us, and I confidently predict that you will never regret it.

We shall presently have the pleasure of having read and discussed by different members of the Association papers of vital importance to Texas and Territory dealers. These papers will suggest to us an outline of the work the Association will doubtless map out for itself the ensuing year.

There is one practice that our dealers are compelled to submit to occasionally which the Association should make an effort to abolish. I refer to the "payable on arrival" domestic shipments, which of course is equivalent to a privilege of examination. With an unscrupulous buyer, the state of the market may possibly have an influence in the acceptance or the rejection of the shipment. If wrongfully rejected the shipper has no recourse. If, on the other hand, one of our members should prove to be unscrupulous in his shipments, the aggrieved purchaser has at least recourse to our board of arbitration. The moral effect of this board will continue to influence our members to the honest fulfillment of contracts. The jurisdiction of this committee is virtually confined to the Association membership, and in consequence the "pay on arrival" purchaser has every advantage over our members, and if that purchaser chooses to deal unfairly his opportunities to do so are rarely wanting.

I would recommend as another leading subject for your discussion the advisability of concentrating all of our shipments as much as possible through either New Orleans, Vicksburg or Memphis, and placing at the selected point a competent inspector to look into the quality and condition of all shipments destined to points in the southeastern states, and whose certificate of inspection should serve as a basis of settlement on all sales made to that territory. Said inspector to receive compensation for his services at so much per car from each shipper, and to have authority to detain all shipments found to be in an unsatisfactory condition until shipper can be notified and furnish disposition. Several of our members having sustained losses during the year on shipments made to Mississippi points, proper, resulting from the unjust laws of that state, I would suggest that this matter also be given your especial consideration.

The president's address was received with applause and the secretary's report was called for. Secretary Crenshaw then read his annual report as follows:

Secretary's Report.

When only sixteen grain men answered to over one hundred calls sent out for a meeting on August 16, 1898, to organize a grain dealers' association, the roseate prospects for success were only visible in spots, and very small spots at that. But we organized with the sixteen then present, selecting a committee to prepare a constitution and by-laws to be submitted at a subsequent meeting held September 6, 1898. At this last meeting we enrolled fifty-five members. The enthusiasm of five of these, however, was not sufficient to withstand the call for membership fee, so they dropped out, leaving us only fifty of the faithful to fight the battles incident to all reform movements. The headquarters of the Association was established in Fort Worth and an office opened about September 24, 1898, since which time my entire attention has been given to Association work. During this time our membership has increased from 50 to 113. Our first trouble came in October and November, in the way of complaints of heavy losses in weights at Galveston. These complaints became so numerous that a meeting of our Executive Committee was called early in November to decide what should be done with the rogues at Galveston. At this meeting it was decided that I go to Gal-

veston at once to investigate the cause of so much complaint. After spending one week in Galveston, carefully investigating the methods of handling grain there and noting the condition in which the grain cars reached the elevators, I was fully satisfied in my own mind as to the causes of complaint. I then called President Harrison to join me in the further investigation, which he immediately did, and after three days' careful work together, at the suggestion of Mr. John E. Bailey, manager of the Galveston Wharf Co., and with his cheerful and valued aid, together with that of Mr. C. McD. Robinson, chief grain inspector for the port of Galveston, we arranged for our Association to visit Galveston in a body, free of cost, so every one could acquaint himself with the true conditions at that port. Most of you remember that trip with its pleasures and its profitable and happy results. We have had no trouble in Galveston since that trip in December. The meetings held while we were in Galveston resulted in the transaction of considerable business of much importance to our Association. One very notable and happy result of the Galveston trip was the establishment of a better understanding and a better feeling, amounting to real friendship in many instances, between our shippers and the men who handle our grain at that port.

Having captured Galveston, with Bailey and Robinson thrown in for good measure, another foe to our peace and happiness, was discovered by Pittman & Harrison and Gribble & Co., over at Hazlehurst, Miss. At one of our meetings in Galveston I was instructed, by unanimous vote, to go after these Hazlehurst parties, who were making vigorous efforts to have Pittman & Harrison and Gribble & Co. contribute two cars of oats to their support. In keeping with these instructions, I reached Hazlehurst December 19, and found that the two cars of oats had been paid for by the consignees, but the money had been tied up in the bank by garnishment. These parties had sold the oats at a loss of 12½c per bushel on one car and 16c per bushel on the other, claiming they were damaged. They had filed a suit in the court at Hazlehurst against the shippers for the heavy and unreasonable losses thus sustained. The garnishment, under Mississippi law, fixed the jurisdiction of the cases in the Hazlehurst courts. I examined the oats carefully and felt that the shippers had shared the same fate as the man who went down from Jerusalem to Jericho. I arranged for the money to be remitted to the shippers, which was done. The suit is still pending, while the consignees are meditating over a questionable play, which did not "pan out" exactly according to program.

Through the influence of my position as Secretary of the Association, I have been able to assist in the satisfactory adjustment of several disagreements between members, without carrying them to the Arbitration Committee. In like manner by working through the secretaries of other associations I have been able to effect some settlements between our members and members of other associations.

The work of our Arbitration Committee has been exceptionally commendable and satisfactory. Every matter submitted to it has been promptly settled with no complaint from any one. The number of claims has been limited, but this I think is due in a large measure to the fact that every one realizes that every disagreement will be passed upon by this committee in the light of strict fairness and justice, without any bias whatever, from so-called legal technicalities. There is, therefore, very little show for one to have any advantage over another, in the consideration of any matter, by this committee. This feature of our organization certainly yields an important influence, in causing members to scrutinize more closely and more carefully the paramount question of right in every matter of controversy. This naturally and necessarily leads to the amicable adjustment of many disagreements, which would otherwise end in litigation or loss to some one. I think our experience so far with our arbitration method of adjusting differences has been quite sufficient to justify the conclusion that this is the paramount and most important feature of our organization and worth to every member many times the amount of his contribution to the cost of maintaining the same. While a member may have had no claim which he was unable to adjust without recourse to the Arbitration Committee, I feel sure his experience before the existence of this committee will incline him, in all fairness, to attribute much of his ability to avoid and adjust differences to the

salutary influence of this particular feature of our organization.

Our committees have all done excellent work, as will appear from their several reports, all of which has resulted in our Association becoming an influence for good in more than one direction. This influence was a factor in shaping our present grain tariffs, and as our numerical strength becomes known our organized efforts will accomplish more and far better results. There is one matter, however, about which I beg to suggest a word of warning, lest we inadvertently cripple the influence of our Association. In all efforts to adjust differences with non-members be very careful to avoid giving any cause for the impression that our organization was formed for the purpose of compelling non-members to settle all demands of members, without proper regard for the rights of such non-members. Make an effort to have every one know assuredly that every claim or disagreement will be considered strictly in accordance with fairness and justice, without any reference whatever to the parties involved. This course will in a short time place our Association above any tribunal in the state for the adjustment of differences growing out of grain transactions and will secure the hearty co-operation and support of all fair minded grain dealers. In order to increase the effectiveness of our work in correcting abuses, I beg to urge upon every member the importance of reporting promptly the name and address of every customer with whom he may have had any trouble, giving the facts. Do not be afraid that any radical action will be taken unless the nature of the case demands it. But bear in mind that these tricky customers cannot be properly "lined up" without your help in reporting them. You should also bear in mind that one of the important purposes of our organization is to protect members from tricky and designing customers. It is therefore the duty of every member to assist in this work by making prompt reports. Every consideration of right to your fellow members, as well as the highest conception of honorable business, should move you to duty in this matter, without hesitation or delay.

Our finances are in good condition now, as will appear from the Treasurer's report, but an examination into our sources of revenue for the future will, I think, suggest the probable necessity of an increase in our dues. Our receipts from membership fees have been \$1,110, while receipts from dues have amounted to \$481.95, making a total of \$1,591.95. Thus it will be seen that near 70 percent of our total receipts have come from membership fees. It is quite probable that there will be a considerable decrease in our enrollment in the future, with a corresponding decrease in our revenues from this source. A considerable saving can be effected by making dues payable quarterly in advance instead of monthly. Another important item can be saved to the Association by members remitting dues always in money orders, or if personal check be sent be sure to add at least 10 cents to cover collection charges. Fort Worth bankers have a weakness and a penchant for exchange, which they never fail to exact on every check, however small. While on the subject of finances it might be well to suggest the advisability of considering such an amendment to our constitution, as would authorize and empower our Executive Committee, in cases of real emergency, to levy assessments within prescribed limits.

Our experience since our organization has clearly demonstrated the beneficial effect of personal and fraternal intercourse in smoothing down the rough places in business and in facilitating amicable settlements of all differences. Profiting by this experience, would it not be well to consider some plan for a more extensive intercourse with the grain associations of other states? Our members have frequent dealings with the members of the associations of Kansas and Oklahoma, and a little fraternity might have a good effect in minimizing friction, as well as the arranging of some mutual plan for the satisfactory adjustment of differences.

Treasurer P. T. Andrews of Ft. Worth read his annual report which showed total receipts of \$1,637.25; expenditures, \$1,117.50, leaving a balance of \$519.75 on hand.

H. J. Dorsey of Weatherford moved that the treasurer's report be referred to a committee of three for auditing. The president appointed A. S. Lewis, J. T. Stark and J. A. Stephenson.

P. T. Andrews, chairman of the Arbitra-

tion committee, read the report of the committee, as follows:

Report of Committee on Arbitration.

Since its inception into office your Committee on Arbitration has had submitted to it but four cases in all for adjudication. These were disposed of as follows:

First Case—Geo. W. Brooke, Atlanta, Ga., Non-Member, vs. W. E. Werkheiser, Temple, Tex. In this Brooke made claim on Werkheiser for some 4 cents per bushel on account one car oats shipped on contract not coming up to grade purchased. It was found from evidence and sample submitted that said Werkheiser was due the said Brooke 1 cent per bushel on shipment in controversy.

Second Case—Lambertson Milling Co., Brownwood, Tex., Non-Member, vs. W. E. Werkheiser, Temple, Tex. This case involved the sale of one car No. 2 white corn. Lambertson Milling Co., being out of corn when the car arrived, was compelled to use part of the car in order to supply its regular meal trade. The Lambertson Co. wrote Werkheiser, claiming that corn was not up to grade purchased, and made claim of 2 cents per bushel. Also claim for shortage. From evidence submitted and sample of corn received it was decided that the Lambertson Milling Co. was entitled to 2 cents per bushel on account of difference claimed. Also that Werkheiser should allow shortage, less 1 percent, as he did not sell on destination weights.

Third Case—E. B. Greathouse, Temple, Tex., vs. Hill & Webb, McKinney, Tex. This case involved the value of one car ear corn, freight prepaid. On account of a misunderstanding as to destination, payment was refused. From evidence submitted it was decided that Hill & Webb should pay Greathouse the full amount of his claim.

Fourth Case—C. F. Gribble & Co., Sherman, Tex., vs. John R. Ralls, Ryan, Ind. Ter. In this case Gribble & Co. claimed that Ralls was due them four cars of oats on contract. From evidence submitted it was decided that said John R. Ralls was due Gribble & Co. two cars of oats, or the difference in price, equivalent to \$50.

Owing to the complicated nature of the two last named cases, and to facilitate decisions, this committee was called together at Fort Worth, in special session, and both cases disposed of at that time. It is my understanding that all awards of our committee have been promptly complied with. Speaking for my associates and myself, I desire to say that we have striven at all times to render awards according to right and the evidence adduced. While it played no part in cases so far before this committee, it must be borne in mind that ignorance of the methods and customs of the grain business is solely responsible for many differences that arise. The shipper may feel conscientiously right and yet be technically wrong. It is doubtless the case that some of our members have had more or less experience in the courts as a last resort for the adjustment of differences. I venture the assertion that in all such cases an experienced grain dealer could have detected flaws in the decision. The explanation is simple. In nine hundred and ninety-nine cases out of a possible thousand, neither the judge nor a single member of the jury could have claimed previous experience in the grain business. Totally ignorant of the usages of that business (the grain business has features distinctly its own), it is not unusual for a judge's or jury's decision to carry palpable flaws. For these several reasons, I take it that the necessity for a Board of Arbitration alone would easily justify the perpetuation of the Texas Grain Dealers' Association. Especially as the work of this committee is entirely and gladly gratuitous.

In the way of improvement, the only suggestion to facilitate the work of this committee that occurs to me at this time is to recommend that it meet at regular intervals. Specify that it should meet at some designated point, either monthly or quarterly, for the hearing of cases that may come before it. Through the Secretary it will of course be easy to notify the members of the committee when there are no cases docketed. On such occasions, it would be useless to meet. In support of this argument I would remind you that the time consumed when correspondence is resorted to is a trying delay to the adjudication of claims. In addition to this, the possibility, even with our perfect postal system, of letters or samples being lost or delayed in transit (in forwarding from one member of the committee to another) is a

feature that will militate against the more satisfactory dispatch of business that may come before the committee.

C. F. Gribble of Sherman, chairman of transportation committee read the following report:

Report of Transportation Committee.

The first object to which the efforts of the committee was directed after the inception of the association in September last was the procuring of a lower rate on corn moving to Galveston destined for export than was then obtainable, the existing rate at that time being 15 cents per hundredweight, and the necessity for a reduction being the magnitude of the crop then ready to move, to effect which lower rates were indispensable. As a result of the representations made at that time to the railroad commission and to the railroads of the state a rate of 12½ cents per hundredweight on corn, carloads, was made effective between all stations in the state, thus making a more sweeping reduction than it was at first thought possible to expect, resulting in great benefit to all portions of the state and materially stimulating the business of the members of this association. For when the difficulties between the railroads and the committee were finally adjusted the 12½-cent rate was again made effective, with unimportant changes, and is still in effect.

The next matter acted upon by the committee was the emergency created by the general advance in all rates of freight caused by the decision of Judge McCormick at Dallas about Dec. 1, 1898. The effect of this decision was to immediately raise the 12½-cent rate on corn to Galveston to 20 cents, thereby working great hardship on all shippers who had unfilled contracts contemplating delivery of corn at Galveston. There was scarcely a member of the association who was not more or less affected in this way. The facts in the case were presented by the committee to the railroad commission with such force and in such a manner as to secure the adoption of a special export rate of 15 cents on corn to Galveston, which, while it did not take the place of the former rate, yet afforded a great measure of relief. This special was made effective before many shipments had moved under the 20-cent rate and some—at least of the lines—have since refunded to shippers the charges made on shipments moving in the interim to a basis of 15 cents.

The advance in local rates in Texas at this time necessitated a corresponding increase in interstate rates and among other changes the rates on oats to Mississippi river crossings was, effective Jan. 1, 1899, advanced to 25 cents per hundredweight; this rate had previously been 20 cents. As this advance would have practically barred Texas shippers from doing business in the southeastern states, the committee took up the matter of securing redress and were able to have the threatened advance made applicable only to business moving to Memphis, Vicksburg and New Orleans proper; shipments going beyond these cities were permitted to be charged only 20 cents to the river. So that the danger which was threatened was practically made harmless, much to the advantage of our members.

In addition to the matters connected with freight traffic pure and simple our committee has been successful in organizing a very successful excursion to Galveston, which was taken advantage of by many of our members without any cost for railroad fare, the object being to enable shippers to personally examine the facilities for weighing and handling grain at that port, thus deriving much information tending to an increased and more profitable business by all. The excursion was also most beneficial in promoting mutual acquaintance and good feeling among the members, which can not help but prove of permanent value in promoting harmony and confidence among the members.

The committee has also devoted much time and attention to perfecting arrangements for the excursion to the City of Mexico, which will leave Fort Worth on May 9, and which will certainly prove most enjoyable to all who can avail themselves of it, besides further strengthening the association by making more intimately acquainted all who take the trip.

The committee wishes to thank the officials of the several railroads with whom it has been thrown in contact during the prosecution of its labors for the uniform courtesy and attention shown it, and the Hon. John H. Reagan and his associates of the railroad commission for their kind and valuable assistance.

H. B. Dorsey, Weatherford, chairman of the insurance committee, read the following report:

Report of Insurance Committee.

In reference to the insurance matter of our association, we desire to report that we completed negotiations Feb'y. 13, 1899, with the Texas Survey & Rating Bureau, which is the rating institution for all the companies in the state, and the arrangements will enable the members of our association to place their insurance with whatever agent and company he may choose, as the reduction secured is for or with all the companies. As a means of assisting us in our negotiations with all the companies, we took the matter up with different company representatives, but had in view the securing of a general reduction, as we considered this plan much more satisfactory to all parties concerned, as it would have worked a great hardship and inconvenience for our members to have had to place their insurance with an agent or company away from their home, and would have had to send diagrams of their houses in such events. By going at the matter in this manner, we soon got the companies interested, and they realized that we were in earnest, and a conference was suggested between our committee and a committee of the insurance special and general agents, and after some little delay and a meeting or two, we finally succeeded in getting matters arranged in what we considered the best possible shape.

A recent ruling of the state officials at Austin, to the effect that no general agent or special agent of an insurance company could write business outside of his county, shows that we were fortunate in securing the general reduction, as if we had secured it through one company or general agent, our plans would all be knocked out by that ruling, while now we are not disturbed. Of course we would have liked to have secured the reduction for our members only, but that was entirely impractical, as such discriminations would not be upheld, or even tolerated. So our efforts were for the benefit of the grain business, and whether or not a man be a member of our association, he gets the benefits of our labors. While this may look a little hard and unjust, yet it may be to our interest, as those outside grain men will know it was through the efforts of our association that they receive the benefits.

Some of our members who are engaged in other business, and expect a reduction on all their property, may be disappointed, but the reduction could only be secured on strictly grain warehouses, and if there be such who are affected, the suggestion might be made that we could only take care of the grain interest. The reductions were promulgated Feb'y. 13, and every agent in the state received the reduction, and in this way the insurance agents will advise our members. The reduction is greater than we thought at first we would get. The towns are grouped in two classes, that is, first and second class cities are rated the same, and third and fourth class towns take the same rate, while heretofore each took a separate rating. Formerly brick warehouses in first class cities rated at 70 cents and frames at \$1.75, and in second class cities bricks rated at 80 cents and frames at \$2.00. Now the rate in both first and second class cities on brick warehouses is 70 cents, and on frames \$1.25. Formerly the rate on bricks in third class towns was 95 cents, and on frames \$2.25, and in fourth class towns, on bricks \$1.15 and on frames \$2.50. Now under the reduction the rate on both class towns, that is, third and fourth, is, on bricks \$1.00 and on frames \$1.50. This is on the \$100 insurance. You will notice that the reduction in first and third class towns is not near so great as in the second and fourth class towns, but the reduction will amount to more than a gradual reduction, as there are very few first and third class towns, the most being second and fourth class. This class is as designated by insurance rating system, and most every one knows what class his town is. From 75 per cent to 90 per cent of the grain warehouses in the state are situated in second and fourth class towns, and in this way our reduction will be larger than it looks on its face. These are the basis rates for detached buildings, but we also secured a reduction of 25 per cent in charges for exposures of all kinds to warehouses where they are exposed. One of the hardest things we had to contend with was to get an agreement for a reduction on houses where retail business is carried on,

as they wanted to class that as feed stores. Such members as are retailing from their houses and do not get a reasonable reduction, if they will advise the insurance committee, we will see what can be done for them.

While the reduction on brick warehouses is not very much, yet there are very few of that class, the large majority being of frame class, and on the frame class the reductions secured are about as follows: In first class cities, reduction of 28½ per cent; in second class cities, reduction of 37½ per cent; in third class towns, reduction of 33½ per cent, and in fourth class towns a reduction of 40 per cent from former rates, and when you consider that the largest amount of insurance, from 75 per cent to 90 per cent of the grain warehouses are situated in second and fourth class towns you will see that our reduction on frame warehouses is something like 40 per cent from former rates, and we trust our work will prove satisfactory to the association. This one benefit alone will surely pay the members several times what the association costs them. In looking after a matter in which as many are interested, we do not expect that all will be perfectly satisfied, 'tis not man's nature, but should any be dissatisfied, if they will advise us we will see what can be done for them.

We will add that we found the insurance general and special agents very ready and willing to meet us on common ground and grant every possible concession, or rather expressed themselves along that line, and we also found that Mr. Geo. W. Jalonick who conducts the insurance rating bureau, ready to make any concessions consistent with his position as a furnisher of rates to his subscribers, the insurance companies.

We will also add that some complaints have been made by members of our association, that they were unable to secure reductions, but in all such cases, it has been for the reason that they were so badly exposed by long ranges of frame buildings, that concessions could not be secured for that class of warehouses, as warehouses situated in ranges with other mercantile property, necessarily have to take a mercantile rating, and can not be classed or rated as a grain warehouse. This rule applies in a measure to those of grain dealers who are situated in mercantile blocks and retail grain and feed, as they are classed as feed stores. We found the insurance authorities ready and willing to grant liberal concessions on strictly grain warehouses used for storing and forwarding grain, where situated with not too many exposures, but to go beyond this, would affect too many other lines.

Mr. Dorsey, chairman of the committee on legislation, reported the work of the committee in learning that the grain dealers of other states paid no occupation tax and its work in striving to induce the state legislature to repeal the Texas law.

A. S. Lewis, Weatherford—I move that the reports be received and the committees continued. Carried.

An intermission was had for music by the P. T. Andrews choir. A shower of coins followed.

C. F. Witherspoon moved that the discussion of each paper follow the paper. Carried.

W. O. Brackett, of Sherman, read the following paper on How Can Texas Grain Men Obtain as Low Rates to Mississippi River Crossing as are Obtained by Missouri and Kansas?

Paper by Mr. Brackett.

A certain manufacturer, who lives in Binghamton, N. Y., has achieved a notoriety that makes his name a household word all over this broad land because, in his advertising he shrewdly directed popular attention to the fact that he "pays the freight." It might be inferred from the peculiarly widespread reputation which this gentleman enjoys that he is a sort of commercial freak, who stands alone in the unique position of "Paying the freight," but not so—there are others—many others. Every line of business is governed in the extent of its operations by the freights upon the goods handled. High freights restrict business; low freights stimulate business. The grain business being one that necessarily involves immense tonnage handled on relatively smaller margins than most other lines it is more intimately connected with and dependent upon proper freight rates than almost any other class of trade, and among grain shippers in general, it is generally supposed by those of Texas that we enjoy the proud distinction of paying more

freight than anybody. And especially does it seem that we are placed at a disadvantage by having to pay higher freights on our goods shipped to the Mississippi river crossings than do our competitors in the states of Missouri, Nebraska and the Northwest. It is hardly worth while to speak of trying to compete with rates from Missouri points, to, say, Memphis, for their geographical position is such that, with short rail hauls to the Missouri river and water rates beyond, we cannot touch them. Let us then consider the existing tariff rates from four representative points, two each in Kansas and Nebraska, to Memphis. It is unnecessary to consider rates from these places to Vicksburg and New Orleans, as practically all business moving from the Northwest into the Southeastern states could move via Memphis. For example:

	Rate. Memphis. Cents.	Dist. Memphis. Miles.
Topeka, Kas.	15	551
Manhattan, Kas.	18	604
Lincoln, Neb.	19	632
Plattsmouth, Neb.	17	663

Besides the through tariff rates of which the above are examples there are in effect so-called "proportional rates," 10 cents per cwt. from Kansas City to Memphis, and 20 cents per cwt. from Kansas City to Vicksburg and New Orleans, on through business destined for the Southeast. It is understood that these proportional rates are to be added to local rates charged into Kansas City, so that probably rates made by the honest application of the proportionals are about in line with the specific through rates quoted above. Now taking Dallas as a representative Texas common point, we find that the distance from there to Memphis is 492 miles, from there to Vicksburg 368 miles and to New Orleans 522 miles, and the rate on oats uniformly 20 cents to all three cities. Therefore it will be seen that there really exists a discrepancy to the disadvantage of Texas shippers, our rate not only being higher, but our mileage being less. Now let us find some reasons for this state of things. For it must be borne in mind that the business of tariff making is no haphazard matter, but an exact science worked out with mathematical accuracy by trained specialists, with a view to fairly meeting the requirements of all concerned, both shipper and carrier, and one section of the country as much as another. Now an axiom of rate-making is that rates depend upon tonnage. Like any other business, large transactions can be handled on relatively closer margins than smaller ones. Great tonnage calls for low rates and gets them. The tremendous tonnage of Western grain moving to the seaboard for export naturally produces the present rate of 12½ cents per cwt. from Missouri River crossings to Newport News. The offering to Galveston roads by Northern shippers of lots of 50,000 and 100,000 bushels of corn for Galveston export through Texas procures the low rates often complained of by Texas shippers, who mistakenly based thereon a claim for lower rates on local business. And light tonnage necessitates high rates. The French government recently planning a railroad into the Sahara in Africa found they would have to charge \$2.50 per cwt. on what traffic existed in order to pay for operation. Now to apply these truths; the states of Kansas, Nebraska and Iowa produced in 1898 something like 190,000,000 bushels of oats alone; the average oat crop of Texas is about 3,000,000 bushels. Besides this, the corn crop of these three states each year is stupendous, and millions of bushels always move for export, while a surplus of corn occurs in Texas only once in three or four years. Again, freight is actually moved cheaper pound for pound in the Northern states than with us. Road beds are solid and require less repairs. Grades are better reduced and heavier trains can be moved. Passenger traffic and all kinds of freight traffic is heavier, thus distributing the expense of operating. In the light of all these facts the rates, proportional and others mentioned, are on their face neither unusual nor unjust, and the difference existing is easily explained. This is the situation with which we are confronted and the case upon which the railroads base their denial of reduction.

Let us look at our side of the case. In the first place, if we had no more to contend with than the difference existing between tariff rates from the Northwest and those applied on our business we would not have so serious cause for complaint. We would still lose business and perforce content ourselves with smaller profits than our brethren up North, but same could not

constitute a grievance. These disadvantages would be due merely to our misfortune in living in Texas, outside the larger channels of commerce, a new and half developed state. But when we compare f. o. b. prices here and in Kansas and Nebraska, and delivered prices in our Southeastern markets we find that figures have lied, and that rates are applied from the West that make the published tariffs ashamed of themselves. This is a fact that develops each season, and is known to every shipper by personal experience. So here is our grievance; we are not given a fair show. Where is the trouble? Much of it in the abuse of the reconsigning privilege at Kansas City, an evil that needs no comment, and which no blow seems capable of reaching. Again and again we are told, in answer to our indignant protests, that "reconsigning is dead," "no more expense bills sold in Kansas City," etc., but the ball goes merrily on for all that and we must perforce fall into the background in consequence. Again, we find low special rates made, say, from Kansas City or St. Louis, to certain cities in the Southeast, sometimes avowed on account of alleged "special condition," oftener secret, sometimes one market is affected and sometimes another. All these irregularities injure us just in the proportion that they benefit the shippers of the states north of us. And as they are stronger than ourselves in numbers and in the volume of the shipments they control, we have no right to expect that these time-honored usages will be done away with for our benefit for years to come. Our Texas lines might be and doubtless are willing to have them stopped, but they are in no position to enforce any demand to this end if they wanted to. Therefore we must, if we are to continue, be given an open reduction to compensate for the notorious secret cuts. And as we have shown that the rates established by tariff from the West are apparently reasonable, and as the business is actually moving at less rates in many instances, it is reasonable to suppose that no corresponding cut could well be made to meet our reduction. And the present injustice practiced upon us is not our only argument for redress. We have a right to ask for rates lower in proportion than those given the older states. Texas is a garden spot not half tilled, a vast granary barely opened, a domain that will one day be the true Empire State. The railroads owe it to us and to their own best interests to foster the industries and aid the commerce of so important a territory. Our friends, the traffic managers, have been accustomed to point to the fact that at present rates the oat crop of the state has usually been moved, somewhere, somehow, at some price, before each successive new crop, and because there is no surplus actually rotting in our warehouses, question the advisability of our requests. They say to us, "Whenever you get a lot of stuff on hand that must be moved or be a loss, we will make you a rate that will move it." This is faulty logic, a taking hold of the matter at the wrong end. We say, "Give us the rate and we will create the business." Free trade makes business. We don't ask for free trade to the Mississippi river, but we do want and have a right to ask a tariff as nearly "for revenue only" as can possibly be had. Now any railroad man will tell you that the actual cost of moving a ton of freight a mile is $\frac{1}{2}$ cent, so that the actual expense of moving a hundred pounds of oats from our common points, say, to Vicksburg, is about 10 cents. So that the transportation companies cannot well deny that there is room on a 20-cent rate to make a reduction that will let us live, and still leave them a profit.

And in asking such a reduction we must be prepared to meet the railroads half way and help them by all the means in our power to realize the proposition that we submit, namely, that the reduction in rate will be more than compensated in tonnage, making them gainers as well as ourselves. We must be prepared to have existing minimums raised. The low rates in the older sections contemplate minimums as high as 40,000 and 50,000 pounds per car. Why? It costs as much to switch a light car as a heavy one. A road handling a foreign car must pay as much mileage on a light car as a heavy one. Demurrage is charged, as we know to our sorrow, at so much per car, whether light or heavy. We can and must adapt ourselves to modern usages, we can easily sell "bushels" instead of "cars," as we are now in the habit of doing, and load in as few and as heavy cars as possible. If customers in the smaller Southeastern towns demand

small cars, certainly it can be arranged to ship to the river in heavy cars and re-ship in minimum cars from there, where the minimum is as low as 20,000 pounds.

And finally let us consider that the rate situation in general, as regards rates within the state, and to Arkansas and Louisiana, is more satisfactory than perhaps ever before, that the agitation through several years that has resulted in the present order of things has shown that the transportation companies are disposed to treat us fairly, listen to our arguments and grant our requests whenever found to be reasonable, and we have just ground to hope that the concerted pressure, which should be exerted reasonably and temperately upon the railroads by our association, acting through its officers, for a reduction in rates on corn and oats from Texas common points to the Mississippi River, will be successful, and in time to help us make the year 1899 a record breaker for shipper and carrier alike.

W. E. Werkheiser of Temple also read a paper on the same subject.

H. B. Dorsey: I move that the committee on transportation be instructed to proceed on the lines suggested by Mr. Werkheiser and Mr. Brackett. Seconded by Mr. Ardrey, and carried.

Eugene Early of Waco and J. A. Hughes of Howe read papers on Abuses Practiced by Grain Brokers and How to Correct Them.

Mr. Early's Paper.

While there are honorable and dishonorable men in all lines of trade, it has been our experience that a very large percentage of grain brokers (especially in the southeast), make a practice of misrepresenting goods they offer for sale, and promise a good many things that is not authorized by the seller, in order to make their brokerage, thereby causing heavy losses to the shipper.

I also believe there are many brokers who sell irresponsible parties, who ought and do know at the time the sale is made, that goods will be rejected unless the market advances on them so as to enable them to turn the goods for a profit by the time they arrive, and we have had cases in which it looks to us as if brokers went in with the purchaser at the time of the sale with the intention of rejecting the goods on arrival, and expecting to buy them for less than their market value, thereby defrauding the shipper, when really the broker ought to be a true representative of all the parties for whom they sell, instead of standing in with the buyer and helping him obtain goods sold him for less than the original price without any just cause for so doing. In order to prevent such abuses we think it would be advisable for this Association to adopt resolutions:

That on all sales made for them by brokers where rejections occur that no brokerage be paid to the broker unless they prove conclusively such goods rejected were not equal to sample or representation made by the shippers. We think this would have the effect of inducing brokers to use their influence, and to some extent help protect the shipper in trying to make the delivery, especially if the goods were all that they should be, and if they were not, then such broker ought to be expected to use his energy and best ability to dispose of goods for shipper at a reasonable and not extortionate deduction.

I will also state that there are many brokers operating without capital that speculate on shippers. Some of them ordering many cars for future shipments without having them sold and ordering them shipped to themselves. Unless the market advances before the arrival of goods they invariably reject on arrival, and I would recommend that this Association adopt resolutions:

That there will be no brokerage allowed or paid to any person ordering goods for their own account, and that on all sales made through brokers, the name of the purchaser must be given. Any one of these irresponsible brokers ordering goods shipped to themselves with no capital to pay for them and no intention of taking them unless they advance on or before arrival, have nothing to lose and all to win.

Again, I recommend that the members of this Association look into the standing of parties to whom these brokers sell to before shipping, and unless they have a reputation for standing up to their contracts and also have a financial rating, that the members of this Association turn down the order instead of taking the chances of shipping to parties who do not have much standing. We have had many

experiences in this line, and we have adopted a rule that whenever we are convinced that our firm is being worked by brokers that we refuse to pay them any money for helping rob us, and I believe that if they all knew that every member of this Association would do the same, it would have a good effect toward stopping this kind of business.

I would further recommend that this Association adopt resolutions that when any member of this Association has been wronged by any broker or dealer that the circumstances be reported to the Secretary of the Association, and that the Secretary shall advise all other members of the Association to drop such broker or dealer from their list of correspondence and have no further business transaction with them, and that such broker or dealer be advised by the Secretary that such has been done, and in that case give him a chance for a hearing, and let him present his side of the case before some committee agreed on by the Association, and if on final hearing this committee decide that such broker or dealer has wronged any member of the Association by misrepresentation or other unbusinesslike methods that each member so advised will agree to have no further business transaction with such parties in the future.

Mr. Hughes' Paper.

"Abuses practiced by grain brokers and how to correct them," is the subject assigned me. In the first place, it is quite likely that in about nine cases out of ten the broker is the victim. There are two classes of shippers who make a very large percent of the trouble with which brokers have to contend, and from which they not infrequently suffer. These are the careless and the dishonest shippers. All who buy f. o. b. anywhere have learned this. The former don't know any difference in grades, and can't be taught the importance of putting stuff out in good shape. The latter knows that those to whom they sell hardly ever see the stuff, and that in the event of trouble they can swear as "early and often" as the consignee. It is generally admitted, however, that there are some abuses practiced by some brokers. How to correct them is a question of long standing. Before attempting a solution of the problem, I will say that it has been our pleasure to do business with a great many whom we believe to be fair and honest. Nothing we may say hereafter in discussing the other grade will have any reference to them whatever. With all due respect to the legitimacy of the business, the best way, in our judgment, to get along with brokers, as a whole, is to do business without them. As a rule they have no capital and are not good in law for any contract. Very few trades are ever made with or through them that are of much value. If the market advances shipments go through all right, but if any decline, concessions are generally demanded that make away with all the profit and frequently more.

As indicated already, I think the best remedy is to sell direct to the trade. This would settle very effectually the troublesome question. Is this possible or practical? In behalf of the remedy I think it is both. There are comparatively few places where the brokers are patronized preferably by the dealers, and we think they would soon fall into line if shippers generally would demand direct dealings. I cannot think of any way to correct the abuses. The brokerage very often interferes with rather than promotes business. Our best business is with those with whom we deal direct. The dishonest broker generally works with tricky dealers, and shippers fare badly when they sell to such a combination.

We think well established grades would greatly reduce the opportunities for abuses and as there is more trouble at terminal points than others, it might be well for our Association to arrange with some good houses, at such places as Galveston, to take care of stuff for our members when rejected. Without established grades and inspection, we think it is impossible to convert or regulate the dishonest, irresponsible broker, if indeed his abuses could be corrected at all.

The following resolutions, introduced by Eugene Early, after being read and amendments voted down, were adopted: Resolved, 1st, That we, the members of the Texas Grain Dealers' Association, agree singly and severally that we will not pay brokers any money (as brokerage or commission) on any sales made that are rejected and not delivered, unless shippers, or sellers, have ample proof that goods rejected are not up to representation of sell-

ers, in such case broker will be expected to use his best efforts to adjust difference to the best possible advantage of shipper before his brokerage is due.

Resolved, 2d. That no member of this association pay any brokerage or commission to any party that the goods are sold to.

A third resolution was lost, but only after a heated debate.

M. F. Smith of Howe moved that the secretary be instructed to have several hundred copies of the resolutions printed and a copy sent to each broker of Texas and the Southeast. The motion was amended to provide that the secretary mail a copy of the resolution to each broker, and carried.

C. F. Gribble of Sherman and J. T. Stark of Plano read papers on "Should the Practice of Making Shipments Subject to Inspection, Payable on Arrival be Continued?"

Mr. Gribble's Paper.

This is a question of vital importance to the grain trade of Texas, and deserves thoughtful consideration. From the best information obtainable the grain shippers of Memphis, St. Louis, Nashville, Louisville and Kansas City have discontinued the practice and, in my opinion, it is high time that the Texas shippers should do likewise. This practice is fraught with so many dangers and disadvantages that it should be fully and freely discussed at the present meeting of our Association, and suitable action taken thereon, before adjournment. As long as the practice is continued, just so long will the shipper be at the mercy of the consignee, and the acceptance or rejection of his shipment depend upon the whim or humor of the purchaser and the state of market on day of arrival. Doubtless every member present knows by experience that shipments are frequently rejected simply because there has been a decline in price. This could not occur if shipments were made without privilege of inspection, and drafts made payable on presentation. Again shipments are refused because of some unusual delay in delivery on part of the transportation companies, over which the shipper has no control, and therefore is not responsible. In such cases were drafts paid, the consignee would, as it is his duty to do, take up the matter with the railroad agent, and have the shipment traced from his end of the line. Some consignees reject their purchases on the flimsy and unjust pretext that the goods are not up to sample. In many cases while the grain may not be identically the same as sample, it is just as good for all practicable purposes and no complaint would be made if the stuff had been paid for. Knowing, however, that he has no money invested, and fears of demurrage charges on part of the shipper will procure concession in price, the consignee refuses the shipment, and the shipper, having no recourse whatever, submits to the imposition and allows a rebate. It is a well known fact that the majority of rejections are unjust, and that when they are resold and forwarded to other points, nine times out of ten they are received without any complaint. In this connection it is well to suggest that in order to break up this pernicious practice shippers should as far as possible refuse rebates and resell and forward cars to other points. This would have a very salutary effect and tend largely to diminish unjust rejections. In times past when the grain business of Texas was in a crude state, and was handled principally by country merchants who purchased from farmers and loaded directly on to the cars, there was some show of reason on the part of the buyers to demand inspection and arrival before payment of drafts, but at the present time when the grain business is confined to grain dealers with ample means and large experience who are banded together in an association, and working under just rules and regulations, buyers have no just cause to require that we should adhere to the olden time methods. That a dealer is a member of the Texas Grain Dealers' Association is a sufficient guarantee to the purchaser that the goods purchased will be as represented and all just claims for reclamations and overcharges will be promptly adjusted. In conclusion, permit me to suggest that before the adjournment of our Association action be taken abolishing the practice of making shipments "subject to inspection and payable upon arrival."

Mr. Stark's Paper.

Why should we not ship subject to inspection? We sell an article to be of a certain grade or like a certain sample, and I see no reason why that the purchaser

should not have an opportunity to see the grain, thereby assuring himself that we comply with our part of the contract before we ask him to comply with his. In meeting the world's competition we are compelled to sell export on these conditions or at least similar conditions, and therefore why should we object to selling domestic trade on the same conditions? The reason why the practice was ever begun was because purchasers demanded it in order to be protected against unscrupulous dealers. Now to eliminate the practice would be saying to our customers that we are afraid to show our goods before paying for same or to put it more plainly, we ship what we please and you pay for it at prices agreed on, whether we ship what we sell or not.

The greatest advantages to be derived by shipping subject to inspection and payable on arrival is that a dealer who is doing a legitimate business and ships what he sells, can afford to ship that way while those that expect to deliver different grade from that he sells can't afford to do it. Therefore, if this practice was followed entirely it would have a tendency to drive this class of dealers out of business and that would leave the grain trade in a more healthy condition. The receiver does not like to pay for anything before he sees it, and I think that if I was receiver instead of a shipper I would also prefer to see what I pay for.

To eliminate this practice entirely we must begin at home. As the matter now stands, if any dealer present in this body should buy a car of corn from me he would expect to receive No. 2 corn and would so specify. Should I ship him anything but No. 2 corn he would have a claim against me for the difference in price. This is practically shipping subject to inspection, and if we expect our receivers at the other end of the line to have sufficient confidence in us to pay for our goods without seeing them we must so conduct our business that dealers at home will take our word for the quality of the shipments. Being so much easier to make arguments on the other side of the question, I now leave this side of it to some of my friends who are anxious to make a long speech.

Coming to the other side of the question will say I hardly think it practical to indiscriminately allow inspection payable on arrival of cars at destination. If you know with whom you deal, know him to be a man of honor, you are safe in billing your commodities this way. Otherwise, you take risks that have proven very hazardous in various cases, some of which I will cite you to later on.

While our northern fellow dealers have had more trouble on this line than we do, yet it is evident that they have, in a measure, brought it upon themselves, judging from the quality of corn the writer got from them a few years ago. The average dealer when he gets an acceptance on new business, especially, seldom gives a thought to the responsibility of the customer, other than his financial rating. These financial ratings, while they are good so far as they go, and from a monetary standpoint, they do not tell you whether you have a man of honor or a thief to deal with. Personally, I know of firms and individuals with high ratings that could not get my commodities except that the cash accompanied the order for the specified amount. While on the other hand I have customers who I ship direct sending papers by mail, and their remittance in full follows on receipt of same. Not only myself, but other dealers within the sound of my voice, have this sort of trade. To an honorable customer or broker an acceptance should be looked on in the light of a contract and when papers arrive they will take them up and if any cause for complaint, will then pursue an honorable course in the matter and submit their grievances to the shipper. To ship subject to inspection, payable on arrival necessitates holding papers by banks for arrival of grain. This is another reason why the practice should be discontinued entirely. It not only places the dealer in bad repute with his bank, but it is entirely too risky on a declining market and it also seems to me that it is *prima facie* evidence that the customer doubts the dealer's responsibility. Another important point against this practice is, it is unbusinesslike, and any departure from the fundamental rules adopted by business practice is not business. We should conduct our business in such a manner that when a sale is made the commodity should be as represented. When you sell a No. 2 oat, be sure your shipment will grade No. 2—when you sell a customer pure corn chops, they should

go forward absolutely pure, and without adulteration whatever. If you sell a chop that contains an adulteration tell your customer so and what the adulteration is. He will then know what to expect, and will seldom ask you after for inspection of your shipments before honoring your draft.

To a rascally inclined customer this practice affords an extensive field for his perilous operation. I personally know of more than one Texas dealer who has pocketed considerable losses by coming in contact with this class of gentry. One transaction, which by its cleverness and daring impressed me more than others, occurred only a year or two ago between one of these commercial thieves and dealer whom some of you know.

A Mr. A of a certain town in Louisiana accepted Mr. B, a dealer's offer on a car of Texas oat, with the understanding that he was to draw for same payable on arrival, and allow inspection of car before honoring draft, and also instructed the dealer to send his draft to the First National Bank of that city. The shipment was promptly made and the papers went, as instructed. In due time the car arrived, was inspected by Mr. A, who promptly informed Mr. B that the car was there subject to his order, that they did not grade No. 2, they were dirty, and the sacks were in unmerchantable condition.

This information was followed by another wire from a Mr. C of the same town with an offer of about 2c per bushel less for the same oat. Now as you all know, possibly from experience, that grain is poor property on cars, especially outside of the state to say the least of it, and Mr. B congratulating himself on getting rid of this car so easily and without a greater loss, sold it to Mr. C, and at a loss of his profits and about a cent per bushel.

This transaction seems perfectly clear and devoid of any rascality on its face, but as it happened a traveling freight agent was in the dealer's town at the time the final sale was made, and hearing of the transaction, took it upon himself to wire the local agent at point of delivery, asking if the inspection and grade was legitimately made. He was promptly answered that the car of oats had left the track five days before, and immediately after inspection had been re-shipped by Mr. A to a firm in New Orleans. That the bill lading and draft had never been received by the Citizens' Bank and that he held Mr. A's certified check on said bank for the amount of the original invoice. Then it was clear to the shipper's mind that he had been duped, and further correspondence showed that the papers for car had been in First National Bank for nearly 10 days—that Mr. A had told the agent there that the papers were to come to the Citizens' Bank—that Mr. A had given the agent a certified check on Citizens' Bank for the amount of the dealer's invoice, and that he had delivered the car, expecting to get bill lading when it arrived. Meantime Mr. A had shipped the car to New Orleans and Mr. C, who proved to be his partner, had taken up original bill lading at the other bank by check, less two cents allowance.

As a consequence Messrs. A and C got their grain on a two-cent reduction—no one in their city was the wiser, and poor Mr. B, the shipper, pocketed his loss and tried to look pleasant. Not only this one comes to my mind, but other transactions wherein heavy losses have necessarily followed by overconfident and careless dealers, who, with an eye to do an extensive business, never consider the moral hazard attached to the practice under discussion. As before stated, I consider this practice very hazardous as a rule, especially on new business and on shipments made customers with whom you have had little or no dealings.

To sum the matter up, about the only conservative plan to eventually do away with this custom would be for every dealer to refuse to bill his shipments subject to inspection, payable on arrival, except to those with whom he has had sufficient business to establish a moral as well as a financial reputation.

Those who know that they will get what they order will not ask for inspection, so by refusing the one and not questioning the other the point under discussion could be eliminated to such an extent that you might call it entirely done away with.

Secretary Crenshaw read letters from A. Brandeis, Louisville, Ky., secretary of the Southern Grain Association, and Charles D. Jones of Shanks, Phillips & Co., Mem-

phis, reviewed the abuses existing in the Southeastern trade.

M. F. Smith of Howe moved that a committee of three be appointed to draft resolutions in harmony with the action of the Southern Grain Association. The president appointed W. E. Werkheiser, C. F. Witherspoon and C. F. Gribble as that committee.

T. M. Sleeper of Waxahachie and J. Howard Ardrey of Godley read papers on Should Destination or Shipping Weights Govern? Should the 1 per cent Trade Allowance Rule be Retained?

Mr. Sleeper's Paper.

The question as to the adjustment of shortage claims has, like the fabled shield, two sides, and must be considered from the standpoint of two interested parties—the shipper and the receiver. If I sell a car of oats to my friend, Mr. Harrison, and on arrival at destination, a dispute arises as to the weights, I naturally want shipping weights to govern settlement and he, just as naturally, contends that destination weights should apply. The question that we are to discuss in this association today is How shall this dispute be settled? or, in other words, Whose position is correct, Mr. Harrison's or mine?

Of course, the discussion is applicable only to what may be termed local shipments, or such as are made to distributors or retailers. I hold that in the adjustment of all shortage claims destination weights, when properly certified to, should govern settlements, for obviously if I sell Mr. Harrison a car of oats, invoicing them as a thousand bushels, and draw on him for the value of a thousand bushels at contract price, he expects to get a thousand bushels—no more, no less. If, on unloading the car, he finds a shortage of twenty, thirty or forty bushels, he contends, and rightly, that he has paid for something that he did not get, and he makes out a claim against me for the difference between the actual and invoice weights. Some one may say: but, suppose he buys f. o. b. shipping point, not delivered? My reply is that does not alter the case in the least, for even if he buys f. o. b. shipping point, both of us understand that the oats are to be distributed at destination. He has a right to expect a thousand bushels on arrival of car. My subject is in the form of two questions: 1. Should shipping or destination weights govern in the adjustment of shortage claims? 2. Should the 1 per cent trade allowance rule be retained and made to apply? My answer to the first may seem to favor the receiver, although I stated at the outset that both parties to the dispute are entitled to consideration. Now my answer to the second question is in the nature of a protection to the shipper. I am unqualifiedly in favor of the retention of the 1 per cent allowance. I endorse it for the reason that very few receivers have facilities for accurately weighing cars and unloading grain without waste.

Not long since, a miller whose plant is situated several hundred yards from the track and who admitted that he used several wagons in unloading the grain, claimed that the 1 per cent allowance was unjust, in fact, little less than robbery on a small scale (not his scale). So, my friends, to be just to both parties to the settlement I contend that the time-honored and, if you please, fire-tested, custom, destination weights, less 1 per cent, should continue in force.

J. T. Herring of Nocona moved that a committee be appointed to draft resolutions on the subject treated of in the papers of Mr. Sleeper and Mr. Ardrey. The motion was carried and the president appointed D. T. Herring, L. G. Bellew, T. M. Sleeper, J. Howard Ardrey, E. L. Owens, and M. L. Kauffman.

C. F. Witherspoon of Denton and H. B. Dorsey of Weatherford read papers on, How Can We Establish Uniform Grades on Texas Oats?

E. W. Morten of Farmersville presented the following resolutions: Whereas, There is no recognized authority to establish uniform grades of grain in Texas, and

Whereas, To avoid confusion and dissatisfaction, as well as litigation, and to protect and promote the interests of grain dealers and exporters, it is imperative that uniform classification of wheat, corn, barley and oats should be established; therefore, be it

Resolved, that the president appoint a committee of three to confer with a committee from the Texas Millers' Association and with exporters from Gulf ports, for

the purpose of drafting rules to govern such classification.

J. Howard Ardrey moved that the papers and resolutions be referred to a committee. The motion was carried and the president appointed C. F. Witherspoon, H. B. Dorsey, E. W. Morten, J. A. Hughes, Eugene Early. Upon motion, Mr. Harrison was added to the committee.

E. H. McClure of Dallas and L. G. Bellew of Pilot Point read papers on, Should Members of Our Association Buy Freely from Grain Men Who Fail or Refuse to Cooperate with Us?

A. S. Lewis of Weatherford read a paper on, What Shall Constitute a Carload of Wheat, Corn or Oats?

Upon motion of Mr. Dorsey the matter regarding the number of bushels that shall constitute a carload were laid on the table and a lengthy discussion was brought to a close.

The convention then adjourned to 8 p. m.

An evening session was held and banquet was later tendered the grain dealers by the Fort Worth grain dealers and the local merchants.

Following Tuesday's sessions, about sixty of the dealers and their wives started on a 30-day excursion to Old Mexico.

A representative of the Grain Dealers Journal was in attendance and we will publish a full report of the remaining sessions in the next number.

MEETING OF SOUTHWESTERN IOWA AND NORTHWESTERN MISSOURI DEALERS.

The meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri, as announced in the Grain Dealers Journal, was called to order at 8 p. m., May 3, by President D. Hunter, of Hamburg, Ia., who in a brief speech stated that the object of this meeting was to give the dealers along the Rock Island between Des Moines and Council Bluffs an opportunity of becoming members of the union.

Secretary G. A. Stibbens, of Coburg, Ia., then read the following paper, showing the objects of the meeting and the benefits to be derived from organization:

Mr. President and Gentlemen: We have called a meeting at this place because a few of the dealers on your line have asked us to. Another reason is, that we think we can help the condition of your trade, and we think if you will join us, you will strengthen our organization, as well as to benefit yourselves. First, you will want to know how we can be of any benefit to you and your trade? I will answer that question by relating to you, how we have helped the trade in our section. The first thing we did after organizing three years ago, was to ask track buyers and commission firms to confine their bids to regular dealers. Some of them granted our request at once, while others gave us to understand they were out for business, and would bid any one that had grain to sell. For this class it took a great deal of persuasion to convince them that they should comply with our requests, and in a few cases it took radical measures to convince them that we were right. By this method we rid our section of the country of the "scalper" or the "knights of the scoop" as they are termed by some. When we find a track buyer or commission firm that will not stop bidding a "scalper" we tell him it is a free country, and if he prefers the trade of the "scalping element" to that of the regular dealer, all right, take it, and we at once advise our members that such a firm is doing business with the "knights of the scoop." After this has been done, it is not long until we hear from obstinate parties, telling us they wish to work in harmony with us, and have cut Mr. "Scalper" off their list. Another difficulty we found was among the dealers themselves, and that was bullying the price up on each other. They had handled grain so long at a loss they concluded they did not want to make any money, and at every opportunity they set the price up on their competitor. Another trouble was, dealers were not acquainted with each other, and they imagined their competitors were all rogues, but after becoming acquainted with each other they

soon learned their neighbor was a pretty good fellow and had a right to live.

The average grain dealer always has it in for the railroad company. You will find that you are mistaken and you must remove such ideas from your mind. The railroads are interested in their grain dealers, as the larger portion of their traffic comes from that source, and they will be disposed to give you fair treatment if you will allow them to. Do not antagonize your railroad officials, show them that your interest and theirs are mutual, and they will be ready to give you all the protection in their power. I am satisfied your railroad officials will not allow scoop shovel men to use their cars for storage purposes if called to their attention. As I have stated, this meeting was called for the purpose of asking the Rock Island dealers to unite with our organization, as we think we can do you good, and we also think you will strengthen us. The membership fee is \$3.00 and dues \$1.00 per month for each elevator operated. With this statement on our part we trust you will all become members of the Iowa and Missouri Union.

We have more members on the Burlington road than any other, and when we organized they looked upon us with a suspicious eye, as they were all conversant with the fact, that an association operating in the northwestern part of the state were in litigation with several of the railroads in this state and they were fearful that possibly we had organized for the same purpose. But in the course of time we convinced them we did not desire to antagonize their interests, and we now are working in harmony with them, and they are doing everything they can to protect our interests, and consider us helpful to them in a great many respects. If the same conditions are not existing on your line of road, it can be brought about by showing your railroad officials that you are in earnest in this matter, and that you are going to give them fair treatment in every respect, and ask of them in return to protect your interest in every manner possible. If you will do this, you will soon have a state of affairs existing that you will be proud of. After this has been done you will wonder why you never thought of it before. You must also learn that your competitor has a right to live as well as yourself, and where there are two or more of you located at one station, do not try to drive your competitor out of business by buying all the grain at a loss, but get together and agree among yourselves and buy the grain on a reasonable profit. Your troubles can be fixed up by the third party coming in between you, but all the grain associations in the world can not compel you to handle grain at a profit. The problem of buying grain on a margin must be solved by yourselves.

If you conclude to come into our Union, and attend a few meetings, you will find that it will benefit you in getting along with your neighbor, as you will become better acquainted with him. The meetings held in our section of the country have done as much or more to harmonize the trade than anything else. Remember it is better for you to handle 200 bushels of grain at a profit than to handle 1,000 bushels for nothing. After the grain has been shipped out of the country it is everlasting too late to get a profit out of it. Therefore, it behooves you to make hay while the sun shines, and get your profit as you handle the grain. If you join us we will work as hard for you as we have for the dealers in our own section. Of course it will take some little time to become familiar with the conditions in your section, as your grain generally goes to a different market from ours, but if you will come into the fold we will give you fair treatment and do you good.

President D. Hunter then addressed the meeting at some length on the work that had been done in the section covered by the union.

M. McFarlin, Des Moines: I am much interested in this meeting, as my interests are largely along the Rock Island. I am in hearty sympathy with this movement, and advise all the dealers to join the Grain Dealers National Association. In the past a great many local associations have been organized, lived for a short time, then soon ceased to exist, but I have known of the workings of the union from its infancy and

think it the best local organization on earth.

C. P. Phillips, Div. Frt. Agt. of the Rock Island: I am in sympathy with this meeting, and assure you that you will always find me ready to promote the interests of the regular dealers.

G. A. Stibbens then read a statement which was made by J. M. Bechtel, Div. Frt. Agt. of the Burlington, at the meeting of the Grain Dealers Association of Southeastern Iowa, held at Burlington, March 20, in regard to a local fight at Cumberland, Ia. He stated that it was true in every particular that the work of the Union had saved the dealers at that and nearby stations thousands of dollars.

J. D. Young, Anita, Ia.: I am very much in favor of the Rock Island dealers joining the Union.

M. L. Thompson, Earlham, Ia.: I joined the Union but a short time ago, am in sympathy with the manner in which the work is carried on and sincerely hope that the dealers who have as yet not joined will do so.

M. R. De Buck, of Wiota, Ia., in a brief talk told how the grain business was being conducted at his station.

J. Sandham, of Dow & Sandham, Harlan, Ia.: I have been a member of the Union for the past two years, and have had but little trouble at our station. But I think it a good plan to be in shape to get protection when it is needed, and I urge the dealers along the Rock Island to get into the fold and keep out the wolf.

It was moved and carried that the meeting adjourn sine die.

CONVENTION NOTES.

There were 24 present.

The Union has a good steady growth. Nine dealers along the Rock Island joined the Union.

The only railroad man present C. J. Phillips, Div. Frt. Agt. Rock Island, of Des Moines.

John Sandham told a story about this going to be a bad season for flies, which created a great deal of merriment for the listeners.

The following Rock Island dealers were already members of the Union: W. C. Sievers, Walnut; Dow & Sandham, Harlan, and M. L. Thompson, Earlham.

The following Rock Island dealers joined the Union: W. N. Henshaw, Atlantic; I. T. Spangler, Walnut; J. A. Irving, Anita; M. F. Percy, Anita; P. Ehler, Minden; Christie & Sherret, Wiota; I. L. Patton & Co., Dexter; E. W. Miller, Guthrie Center; W. F. Shindley, Lewis.

The following dealers attended the meeting: I. T. Spangler, Walnut, Ia.; M. McFarlin, Des Moines; M. L. Thompson, Earlham; E. W. Miller, Guthrie Center; F. S. Green, Arrowsmith, Ills.; Christie & Sherret, Wiota, Ia.; G. W. Ringle, Marne; I. C. Russell, Wiota; P. Ehler, Minden; L. T. Spangler, Atlantic; W. N. Henshaw, Atlantic; I. L. Patton, Dexter; J. A. Irving, Anita; W. C. Sievers, Walnut; J. D. Young, Anita; M. R. DeBusk, Wiota; W. F. Shindley, Lewis; John Lafferty, Neola; J. Sandham, Harlan; W. E. Simpson, Marne; Wm. Wheeler, Casey; D. Hunter, Hamburg; G. A. Stibbens, Coburg.

Canada and other colonies have protested against the proposed English duty on breadstuffs.

WHISTLES PRICES TO FARMERS.

An Ohio grain dealer who finds the methods of some of his competitors rather exasperating says that C. A. Welsheimer, of Greenfield, O., has a steam whistle signal service for quoting wheat prices to farmers. At certain hours each day he signals the price he is paying for wheat. He uses long whistles for the first figure of the price and short toots for the second figure. To signal 72 cents he would give seven long whistles and two short ones. It is said that many of the farmers have strained their ears to an alarming degree listening for nine long whistles.

KIPLING ON HANDLING WHEAT AT BUFFALO.

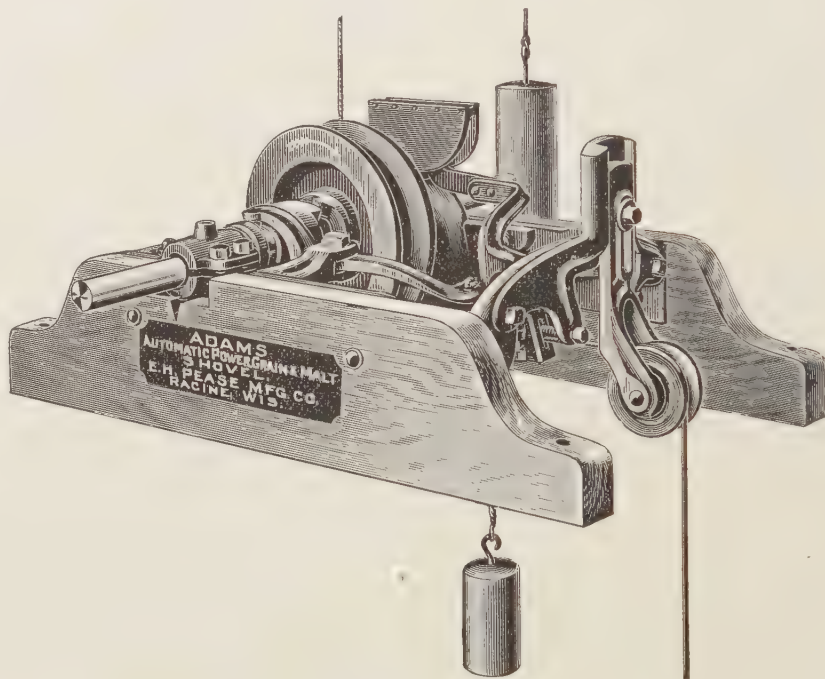
It was my felicity, writes Rudyard Kipling in his American Notes, to catch a grain steamer and an elevator emptying that same steamer. The steamer

The wheat sunk into the fore-hatch while a man looked—sunk till the brown timbers of the bulkheads showed bare and men leaped down through clouds of golden dust and shoveled the wheat furiously round the nose of the trunk, and got a steam-shovel of glittering steel and made that shovel also, till there remained of the grain not more than a horse leaves in the fold of his nose-bag.

In this manner do they handle wheat at Buffalo.

A POWER SHOVEL FOR COUNTRY ELEVATORS.

The desire to reduce the labor of handling grain at country elevators, as well as at terminal elevators, and to secure mechanical perfection in automatic devices for doing work formerly done by hand, has resulted in another labor-



The Adams Automatic Power Grain Shovel.

might have been two thousand tons burden. She was laden with wheat in bulk; from stern to stern, thirteen feet deep, lay the clean, red wheat. There was no twenty-five per cent. dirt admixture about it at all. It was wheat, fit for the grindstones as it lay. They maneuvered the fore-hatch of that steamer directly under an elevator, a house of red tin a hundred and fifty feet high. Then they let down into that fore-hatch a trunk as if it had been the trunk of an elephant, but stiff because it was a pipe of iron-clamped wood. And the trunk had a steel shod nose to it, and contained an endless chain of steel buckets.

Then the captain swore, raising his eyes to heaven, and a gruff voice answered him from the place he swore at, and certain machinery, also in the firmament, began to clack, and the glittering, steel-shod nose of that trunk burrowed into the wheat and the wheat quivered and sunk upon the instant as water sinks when the siphon sucks, because the steel buckets were flying upon their endless round, carrying away each its appointed morsel of wheat.

saving device being placed on the market by the E. H. Pease Mfg. Co.

It is what will be known as the Adams Automatic Power Grain and Malt Shovel. It is a simple device and was designed primarily to be used in connection with the Pease Company's Portable Grain Elevator. It requires a floor space of 36x32 feet and has a height of 20 feet. It will unload grain from wagons quickly and easily. It was designed as a part of the Adams Portable Grain Elevator, but it can also be used in unloading grain from wagons at country elevators, for unloading cars or malting floors.

The drum can be placed in any out of the way corner and driven from a line shaft. The shovel is ever ready for work and all that the farmer has to do in unloading his wagon is to draw out the wire rope with scoop or ear corn fork attached, to the point in wagon desired to shovel from, and the machine automatically draws the shovel and grain to the point desired to deliver the grain.

By putting in this power shovel high driveways can be dispensed with and

receiving sinks can be placed in the basement. By providing one or more tilting hoppers in the elevator driveway several wagons can be placed at once and unloaded in a short time.

The device is so simple and the labor required to operate it is so small that it seems somewhat ridiculous that elevator men have not been using something of this character many years. It will no longer be necessary to pay farmers 15 to 25 cents for shoveling their grain from the wagon where dumps are not provided. This device is so much cheaper than many dumps built by country carpenters, to break horses' legs and involve the elevator owner in lawsuits, that henceforth there will be no excuse for elevator men who do not wish to go to the expense of a first-class dump to put in a poor dump at low first cost.

DEATH OF JOHN G. SMYTH.

John G. Smyth, for many years prominently identified with the receiving end of the grain trade, and for the last twelve years in the employ of Rosenbaum Bros., died May 2 at his home in Chicago at the age of 69 years, of pneumonia after an illness of only two days. Mr. Smyth was born of Scotch parentage near Belfast, Ireland, in 1830. His ancestors were Covenanters, who emigrated from Scotland in 1700, during the time of religious persecutions and his generation was the fifth since this emigration.

In 1849 he moved to America, and settled in Troy, N. Y., but later moved to Ottawa, Canada, and finally in 1856 moved to Chicago, which was his place of residence at the time of his death. In 1861 he became a member of the Board of Trade and did business under the firm name of Smyth, Killian & Co., this firm continued in business for a short time and finally dissolved, later he formed a partnership with Mr. Greenebaum and they did a receiving and commission business under the name of Smyth, Greenebaum & Co., for several years; this firm was dissolved and later Mr. Smyth entered the employ of Rosenbaum Bros., with which firm he has been employed, with the exception of a few years, until the time of his sad demise.

For many years Mr. Smyth has been one of the leading barley men on the floor and a good judge of all kinds of grain. He had a good reputation as a salesman, being one of the best on the board. For a number of years he was one of the committee of appeals on inspection.

Mr. Smyth was a man positive in his convictions and had the courage of the same always. He was ever willing to give a helping hand to one who had the misfortune of being down in the world. He was fond of books and study, theology being his especial delight. He was devoted to his church, the church of the Covenant. He belonged to most of the church societies, the Sunset Club and Scotch-Irish Society, whose yearly conventions he frequently attended. Mr. Smyth had a very large circle of friends among business men, both in and out of Chicago, being well known in the grain trade in the Northwest. His friends miss him and in speaking of him utter words of the highest praise.

South Russia is importing great quantities of improved American wheat harvesting machinery.

ASKED AND ANSWERED

WHAT IS DOCKAGE ALLOWANCE AT TERMINALS?

Grain Dealers Journal: Kindly let me know what the prevailing custom is with various associations relative to the 1 per cent allowance for shrinkage in grain shipments. E. H. Crenshaw, Fort Worth, secretary Texas Grain Dealers' Association.

SHIPPER IS NOT LIABLE FOR FREIGHT?

Langdon & Lacy, Wilmington, O.: We say the shipper is not liable for the freight on grain billed "Shipper's order, please notify." If a railroad company accepts freight, "charges collect," it accepts the goods as collateral for the freight; and if the terminal agent delivered the goods without collecting the freight, he delivered his collateral, and hence he becomes personally liable to his company for the freight.



Corner and Swiveled Floor Sheaves for Power Shovel.

TO SEPARATE RAT DIRT FROM CORN.

Suffern, Hunt & Co., Decatur, Ill.: Answering the inquiry of J. M. A. in the Journal of April 25 for a device for removing rat offal from corn, we would say we know of no method for removing the same from shelled corn. Rat offal can be removed from ear corn in



the process of shelling by removing 12 to 16 inches of the bottom of the ear corn elevator and putting in $\frac{3}{4}$ -inch rods so that the shelled corn and rat dirt will fall through and the ears be carried into the sheller. The section that has been removed can easily be put back in when shelling corn that does not require screening. Whenever a load of the damaged corn has sifted through it can be taken up and put in separate car, or the farmer can use it for hog feed. You will be surprised to see how

this simple device will improve two or three year old corn.

WHO IS REGULAR?

J. C. Robb, secretary Grain Dealers' Association of Oklahoma and Indian Territories, Kingfisher, Okla.: "Any person, firm or corporation operating a grain elevator and engaged in the buying and selling of grain continuously, may become a member of this association." Also any person, firm or corporation who has been engaged in the buying of grain continuously at one station for at least two years, yet has no elevator, upon the recommendation of two or more persons or firms, who are members of this association in good standing, and are operating grain elevators at the same or nearby stations, may be admitted to membership. I will say further that our association does not admit any new man who intends to scoop, and at our last annual meeting we amended our constitution, so that if a scooper abandons any station at which he is buying for any length of

time, he is debarred from returning to that station, provided there is an elevator, even though he be a member. Our idea is to root out all scoopers.

L. W. Dewey, Blanchester, O., secretary and treasurer Southern Ohio Grain Dealers' Association: Article 2, section 1, of our constitution provides who may be eligible to membership in our association, and indirectly defines the term "grain dealer." It reads as follows: "Any person who engages in the business of buying grain to sell again, who owns or operates a warehouse, elevator or mill, shall be regarded as a dealer in grain, and eligible to an active membership in this association."

In my opinion it does not make any difference whether a dealer owns an elevator or warehouse, providing he makes a business of buying and shipping grain. Neither can I see that it makes any difference as to the length of time he has been engaged in the business, providing he is in the business at the time of making the application for membership. It seems to me that an association to be fully successful should have as members all persons who are buying grain from farmers regardless of the manner in which they handle it afterwards or the length of time they have been in business. I cannot see that these points would have any special bearing. This view of the matter, however, aside from quotation from our constitution, is of course personal with me, and might not be indorsed by the association.

A CONVENIENTLY ARRANGED ELEVATOR.

What the country elevator man needs in the way of an elevator in the first place is one that is large enough to handle his business, and secondly it must be substantially built, conveniently arranged and well equipped with the necessary facilities for handling the grain rapidly, so that it may be operated by one man if necessary. The plans given in the accompanying engravings are of a house recently built by C. A. Burks, at Bement, Ill., to take the place

placed in the basement. The drive or entry way is on the main floor, which contains the hopper scale stand and devices for operating the grain slides from bins, hopper scales, dumps, etc., making it strictly a one man house. This house also contains a retail room, where hay, straw and coarse grain is sold. Outside the building and under the driveway is what is known as a dust room, in which all the dust that is accumulated in the building is collected. Bement is located in Pratt county, at the junction of the main line and the Chicago and Paducah branches of the Wabash. This is one of

principal states, after reducing the acreage, the condition is: Pennsylvania, 88; Maryland, 83; Virginia, 78; Texas, 67; Tennessee, 78; Kentucky, 76; Ohio, 82; Michigan, 60; Indiana, 68; Illinois, 54; Missouri, 65; Kansas, 64; California, 96; Oklahoma, 86.

The condition of winter rye is 86.6, against 94.5 a year ago and a ten year average of 90.8. In New York and Pennsylvania, where one-half the entire winter rye crop is grown, the conditions are 96 and 87.

PATENTS GRANTED

Julius Fey, of Weldon Spring, Mo., has been granted letters patent No. 623,775 on a grain measure.

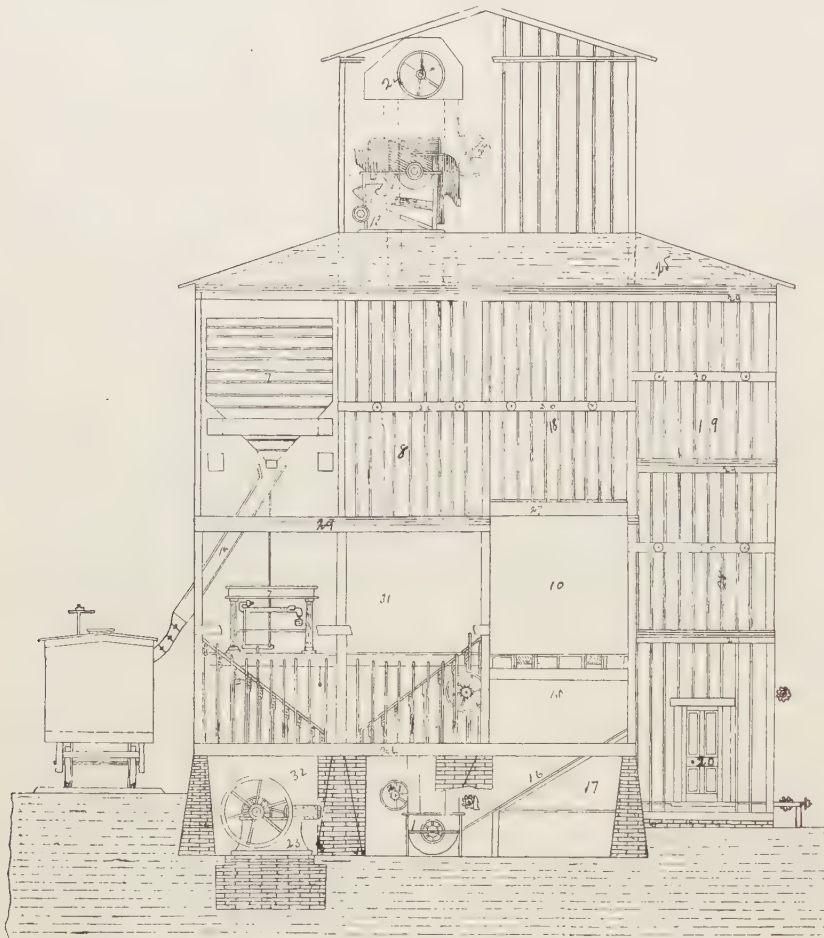
John A. Secor, of New York, N. Y., has been granted letters patent No. 623,568 on an explosive engine.

Samuel Rankin and Charles E. Storm, of Strasburg, Ill., have been granted letters patent No. 623,826 on a baling press.

Frank Hixson, of Ashland, O., has been granted letters patent No. 624,333 on a separator, and assigned one-half of same to Benjamin F. Martin, of same place.

William H. Prinz, of Austin, Ill., has been granted letters patent No. 624,245 on a malt house, and assigned same to Saladin Pneumatic Malting Construction Co., of Chicago.

Albert Fink, of Buffalo, and Frederick Paplow, of Sloan, N. Y., have been granted letters patent No. 624,316 (see cut) on a door for grain cars. It consists principally in the combination with the car frame, of a main door mounted therein and having a horizontal movement, a supplemental door supported by and having a vertical movement in sideways in the main door, mechanism connected to the main door and the supplemental door for operating them.



A Conveniently Arranged Illinois Elevator.—End Elevation.

of his elevator which was burned last fall. The elevator is arranged according to Mr. Burks' own ideas. The building was designed and erected by B. B. Babcock, of the Union Iron Works, Decatur, Ill. The building is 42 feet square and 32 feet to the upper plate. As will be seen by the plans the house contains a cleaner, hopper scale, two lines of elevators, one for small grain and the other for corn, though the latter can be used for both; two dumps, the grain dump is double; in the one used for ear corn the corn is carried to the elevator boot by a chain drag; a gasoline engine, a corn sheller, storage capacity for 25,000 bushels and crib room for about 4,000 bushels of ear corn. There is a driveway through the building. It will be noticed that the cleaning machinery is located in the top of the building near the elevator head. The hopper scale, which has a capacity of 500 bushels, is located up in the building, so as to give a good fall to the grain, which is an advantage in loading cars. The gasoline engine is

the banner corn districts of the state and Mr. Burks receives his share of the grain marketed there.

GOVERNMENT CROP REPORT.

John Hyde, statistician of the department of agriculture, in his report of May 10, states that the acreage of winter wheat in cultivation on May 1 was about 25,900,000 acres. This is about 4,000,000 acres less than the area estimated to have been sown last fall; but it still slightly exceeds the area of winter wheat harvested last year. The reduction in acreage in the principal states, as compared with the area seeded last fall is: Kansas, 868,000; Illinois, 701,000; Indiana, 394,000; Missouri, 345,000; Texas, 227,000; Ohio, 149,000; Nebraska, 144,000; Michigan, 128,000; Wisconsin, 120,000; Tennessee, 105,000.

For the area remaining under cultivation the average condition is 76.2, as compared with 86.5 on May 1, 1898, and a ten year average of 85.9. In the prin-

Charles F. Verrell, of Grand Rapids, Mich., has been granted letters patent No. 623,639 (see cut) on a dust collector. This consists of a separating chamber having proper inlet and outlet holes, in combination with an inclined guide upon the inner surface of the separating chamber, a vertical guide leading from the lower end of the inclined guide to, and at a tangent with the periphery of the dust discharge and thence partially around the discharge with the upper edge inclined to approach the bottom of the chamber, a cap on the inclined portion made to extend over a portion of the opening of the discharge to form a guide to conduct the dust to and through the discharge.

J. D. Garrison is putting in scales at Logan, Ia., in readiness to buy farmer's grain.

SUITS AND DECISIONS

Suit has been brought against the Grand Trunk Elevator Co., at Port Huron, Mich., for \$25,000 damages, by the wife of James Storrie, who was fatally injured while at work in the elevator by the fall of a heavy iron gate.

The Ames-Brooks Co. has libeled W. H. Mack and the Lake Erie Transportation Co., to recover \$425, the amount they allege they were obliged to pay over and above the amount they had contracted to pay respondents to carry a cargo of 85,000 bushels of wheat from Duluth to Buffalo.

An agreement to pay freight is not an agreement to transport goods at the risk of the seller, and the seller cannot be held liable for damage in transit. The seller is not bound to deliver goods at any place other than that in which they are at the time of sale unless he has agreed to do so.

Whitcomb & Root sold five cars of No. 1 timothy to the Union Grain & Hay Co., Cincinnati. On arrival an admixture of No. 2 was found. When payment was made the question arose as to the price of the lower grade hay, as to whether settlement should be made for it on the basis of the price of the lower grade on the day of the sale or on the day of opening the car. The hay committee of the Chamber of Commerce decided that settlement should be made on the basis of the price of the No. 2 hay on the day of the sale.

When unidentified goods are sold, a quantity of goods, that is, of a certain kind, to be selected out of a larger mass kept in stock by the seller, the title to the goods does not pass until the proper quantity has been selected out of the mass and appropriated to the contract, and the appropriation has been assented to by the buyer, either expressly or by implication. The mere making of the contract does not transfer to the buyer title to any specific portion of the goods formerly belonging to the seller. If the seller selects the proper quantity of goods, packs them and sets them aside for the buyer, this alone does not amount to a transfer of title, because the seller may change his mind and substitute other goods of the same kind for those thus set aside. But if the seller informs the buyer that he has selected the goods and set them aside in fulfillment of the contract, and the buyer agrees to take them away, this is an assent to the appropriation, and the title then passes. If the goods are thereafter destroyed, without fault on the part of the seller, the loss falls upon the buyer, because risk of loss or damage always attends the title.—Journal of Commerce, New York.

Caldwell & Stevens, proprietors of the Wichita Mill & Elevator Co., brought suit, April 14, in the federal court at Wichita, Kan., against the Atchison, Topeka & Santa Fe, the Gulf, Colorado & Santa Fe railroad, and the Richardson Grain & Elevator Co., of Chicago, alleging that the Santa Fe and the Gulf, Colorado & Santa Fe, acting under a joint tariff, discriminated by rebate against the Wichita Mill & Elevator Company and in favor of the Richardson company, of Chicago, to the extent of 2 or 3 cents a bushel in rates on 300,000 bushels of grain handled by plaintiffs for Chicago, Kansas City and Galveston, from Wichita and

intermediate points in Kansas and Oklahoma, from which shipments were made in 1898. This, the plaintiffs allege, enabled the Richardson company to buy grain at a figure which drove the Wichita concern out of the market. It is claimed that if both the Wichita and Chicago companies had been charged published tariff rate the plaintiff would have realized a net profit of a cent a bushel on grain handled. The Wichita company also claims demurrage on cars ordered for shipping out export grain last November, because the roads stated they were unable to fur-

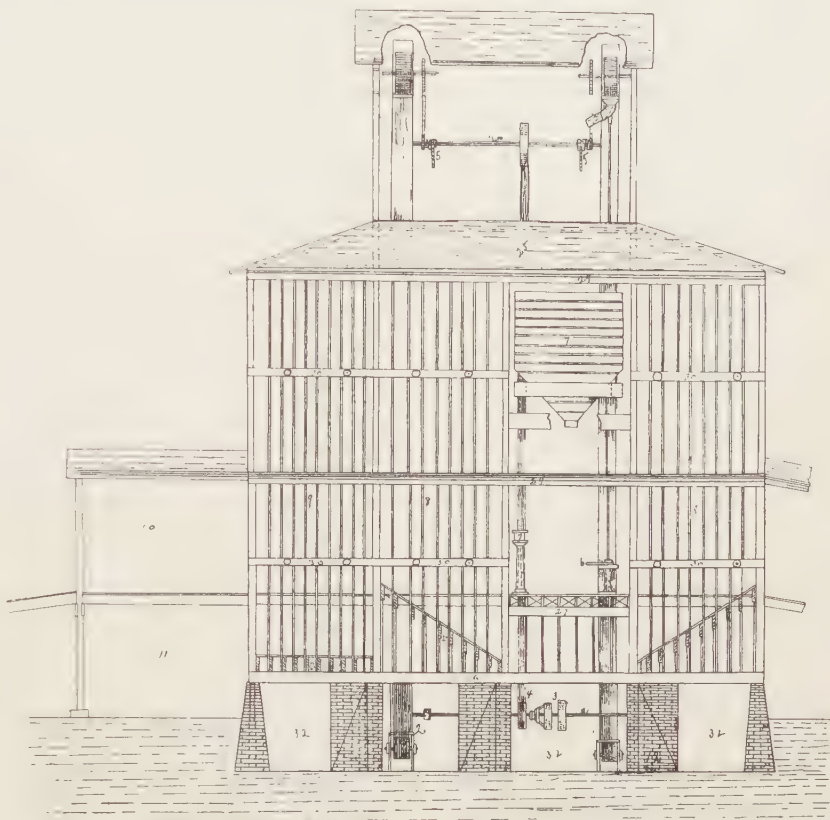
TRANSPORTATION

Canals opened earlier than for seventeen years in New York state.

At the recent St. Louis meeting it was decided not to advance export grain rates from the west.

The steamer W. R. Linn, grain laden, from Chicago, was the first to pass through the straits, April 27.

The Wabash recently captured 1,000,000 bushels of oats from Chicago for export on a reduced rate of 12 cents.



A Conveniently Arranged Illinois Elevator.—Side Elevation.

nish cars, and at the same time sent hundreds of cars to the Richardson company's office at Winfield.

J. R. Sage, director of the Iowa Crop Service, in his report of May 2, says: All conditions have been very favorable for the growth of vegetation; and rapid progress was made in farm operations except in portions of the southern districts where work was retarded by excessive rains. Grass has started nicely, and in many sections pasturage is sufficient for the support of stock. Spring wheat, oats and barley germinated quickly, and generally show a good stand. In some of the northwestern counties very high winds caused dust storms on the 28th, and some injury resulted to recently sown fields of small grain. Active preparations are in progress in all sections for planting corn, and with favorable weather a good beginning will be made during the first week in May. Reports indicate a probable increase in the acreage of corn compared with last year, in consequence of winter-killing of wheat and clover and the unfavorable conditions for early seeding of small grain.

The Canada Atlantic Railway Co. opened its elevators May 1 at Depot Harbor and Coteau Landing, Ont.

A report reached the floor of the Chicago Board of Trade May 10 that the grain shovelers' strike at Buffalo had been settled.

The Iron Age, with 57,000 bushels of corn from Chicago for Prescott, ran aground May 2 near Port Colborne, and sprung a bad leak.

A break occurred in the Erie Canal, May 10, in the neighborhood of Spencerport. It is said navigation cannot be resumed for ten days.

A proportional rate of five cents on corn from Kansas City to Memphis has been made by the Kansas City, Fort Scott & Memphis Railroad. The former tariff was 10 cents.

The grain rate case of the state of California against the Southern Pacific Railway will be dismissed. A schedule of equitable rates will be prepared by the Railroad Commissioners.

At a recent meeting of the Winnipeg Grain Exchange the Government was petitioned to allow the shipment of grain between Canadian ports in United States vessels; to provide elevator facilities at the port of Montreal, and to

maintain an ice-crushing steamer at Fort William, Ont.

The first wheat to be hauled on the Red River this season arrived at Grand Forks, N. D., April 22, from Belmont, and consisted of 16,000 bushels. The Minneapolis & Northern will transport 200,000 bushels from its river warehouses.

Demoralization most complete rules ocean freights from the Atlantic seaboard. Recently room has been taken at 15-100 cent per bushel, and some vessels have returned in water ballast. Berth room has been offered for nothing without takers.

Insurance companies have made new rates discriminating against ocean steamers when bound for Canadian ports. This is a blow to Canadian shipping interests, as many boats will be diverted from the St. Lawrence trade to American ports.

Western roads met in Chicago May 4 to consider import and export rates. No conclusion was reached. The matter was referred to the executive officers. A recommendation was made that all export business except grain should be handled on through tariffs to Europe, including the ocean rate, and that the same through rates be quoted via Atlantic and Gulf ports.

BOOKS RECEIVED.

GRAIN WEIGHED WITHOUT SCALES is the title of a book compiled by Fred P. Miller, of Chetopa, Kas. This book is for the use of grain dealers and railroad companies in determining the amount of grain a car may contain without weighing it. The author states that this book can be used to advantage and that the results are absolutely correct. He also states that if any one has any criticisms to make on his book, that he is ready and willing to answer any and all questions regarding his statements. This book is based on thirty years' experience in loading and shipping grain in car lots, and Mr. Miller claims to have had less trouble with shortages when the amount of grain was computed by his system than when weighed over scales.

STATE INSPECTION, WEIGHING AND HANDLING OF GRAIN, in the State of Minnesota, is the title of a booklet recently issued by the State Grain Inspection Department at St. Paul. It gives a short history of the inspection department, showing why the department was established, how it is organized and how the work is carried on. It also shows how grain is handled at terminal points and the duties of the samplers and inspectors on arrival of the cars. It gives the rules for grading of grain in Minnesota, tells the duties of the State Registration department and the obligations of public warehouses. The booklet has a number of good illustrations showing the inspectors and samplers at work examining cars of grain in the railroad yards. This booklet is full of interesting matter from cover to cover, and reflects great credit on the chief of the Inspection Department.

FARM STATISTICS OF MICHIGAN is the title of the twentieth annual report of the Secretary of State of Michigan, relating to farms and farm products for the years of 1897-8 as compiled by Washington Gardner. This report gives a complete itemized statement of the acreage, number of bushels, average

yield per acre of the various farm products raised, by counties, townships and state. It contains a wheat map of the state, showing by counties the number of acres planted 1,458,602, the number of bushels raised 23,315,520, and the average for the year 1897 15.98 per acre.

SEEDS.

J. Evans, Barneveld, Wis., writes: Clover is nearly all killed.

M. D. Burke & Co., Pemberton, O., write: Clover is badly frozen out.

Clover seed stocks at Toledo are 40,000 bags, against 75,000 a year ago.

The Kentucky crop bulletin of May 2 states that clover is doing very well.

Very little flaxseed is now in first hands, and only a small quantity in country elevators.

Exports from New York for the week of May 6 were 920 bags clover and 800 bags timothy seed.

Old clover was badly frozen out in the northern portion of Indiana, says the weekly crop report of May 2.

Many farmers near North Prairie, Ia., are plowing up their clover fields, the clover having been frozen out.

In the northern part of Minnesota and North Dakota the increase in the acreage seeded to flax promises to be very great.

The Ohio crop report of May 1 gives the date of sowing clover as March 24, and the acreage as compared with last year 93 per cent.

H. H. Carr, Chicago, who recently made a shipment of alfalfa to Kansas, sold another car of alfalfa May 1 for reshipment to the west.

W. H. Babcock, of Walla Walla, Wash., says: Misfortune has befallen alfalfa growers of the Wenatchee country, the same being badly frozen out.

The Reynolds Seed & Commission Co. has been incorporated at East St. Louis, Ill., to deal in seeds and produce. Capital stock, \$2,500; incorporators, G. W. T. Reynolds, Charles L. Walrath, A. Isch.

Receipts of clover seed at Toledo for the week ending May 6 were 2,018 bags, against 1,893 a year ago. For the same season up to date receipts have been 82,820, against 201,980 bags last season. Shipments for the season have been 99,312, against 134,026.

Steer & Wright, Braddyville, Ia.: The clover is badly winter killed and much of it will be plowed up. Some farmers will leave the young clover, which is coming up thick. Considerable clover and timothy are being sown, both in Page County, Iowa, and in Nodaway County, Missouri.

R. W. Hinkhouse, Wilton, Ia., confirms the reports in regard to the destruction of clover, as well as winter wheat. One field of his that yielded three tons of hay to the acre last year would not pasture a goat the coming season, and the question of summer feed for stock is going to be a difficult one to solve.

The Michigan crop report of May 8, with regard to clover, states that the condition of meadow and pastures in the southern counties is 71, in the central counties, 81, in the northern counties 92 and for the state 76. The acreage of clover sown in the southern and central counties and for the state as compared with 1898, is 95, and in the northern counties 97. The acreage of

clover that will be plowed up in the southern counties because winter killed or otherwise damaged is 27, in the central counties 13, in the northern counties 6 and for the state 21.

The following comparative statement of the acreage of clover seed and the number of bushels harvested is taken from the twentieth annual report of the Secretary of State, of Michigan. In 1893, 170,792 bushels; 1894, 75,287 bushels; 1895, 46,610 acres, 38,718 bushels; 1896, 30,000 acres, 34,769 bushels; 1897, 282,197 acres, 431,700 bushels.

The second official Indian crop report estimates the probable yield of flaxseed in Bengal at 95 per cent of a full crop; in the Northwest provinces and Oudh 75 to 85 per cent; in the central provinces and Berar 65 to 45 per cent. The acreage in the Bombay presidency is below the average; in the Nizam territories the acreage and yield are above the average.

Hungarian brome grass has proven after experimenting with it in all portions of the Northwest to be the solution of the problem as to the growing of a grass in the arid and semi-arid sections of the country that will surpass timothy for pasture and hay. It had become a very serious question what could be raised as a substitute for timothy and now come reports from Iowa, Minnesota, Canada, and different sections of North Dakota all confirmatory. This grass does not kill out by drouth nor is it in danger from rather a moist condition of the soil. It grows from two to five feet high, is a fine straw with heavy foliage, producing an average two and a half tons of hay to the acre, ranging as high as four tons, and yielding about 500 pounds of seed to the acre, weighing 14 pounds to the bushel. The nutritious properties are superior to those of timothy, live stock preferring it to other grasses after becoming accustomed to it. Alert, Jamestown, N. D.

WANTED CLOSE PRICES ON SEEDS.

Recently a certain Chicago jobber, writes C. H. Challen in the Northwestern Miller, who has a way of ordering 100 or possibly 50 barrels at the price named on the 500-lot, which, of course, "don't go," asked another jobber, by telephone, for a price on birdseed. Quotations were wanted on 50 cases. The firm having the birdseed for sale knew the ways of the buyer, and as a result, the conversation over the 'phone ran something like this:

"We want to get your closest price on 50 cases of birdseed."

"Well," came from the seller, "do you intend to buy 50 cases or do you want only five cases?"

"No, I want price on 50 cases, at once."

"So you say; but are you going to buy 50 cases, or only one?"

"Will you kindly give me your lowest price on 50 cases, or shall I have to look elsewhere?"

"If you will say you want to buy 50 cases we will quote a price, but if you want only one, we don't want your trade."

"That's all right, but we've got to get a price on 50 cases, at once," was the reply, when the seed concern broke in and closed the conversation with this parting shot: "We don't believe you have an order for 50 cases, nor do you want even one case, but if you'll send your d— canary bird over we'll feed it for nothing."

THE SUPPLY TRADE

If you have anything to sell
Advertise and do it well;
Be original and up to date.
Success will follow sure as fate.

An international agricultural machinery fair will be held at Vienna this month from the 20th to 29th, inclusive.

The Hess Warming and Ventilating Co., manufacturers of the Hess Grain Drier, has moved its offices from 152 La Salle street to room 708, 135 La Salle street, Chicago.

The Barnard & Leas Mfg. Co., of Mo-line, write: "The prospects for elevator business with us are very bright for the ensuing year, and we already have a good deal of business booked."

A bright colored picture of the Moqui Snake Dancer adorns an artistic placard recently issued by the Webster Mfg. Co. for the purpose of reminding their friends of their gasoline engine.

The Charles Munson Belting Co., of Chicago, has been incorporated with a capital stock of \$25,000, to manufacture belts, pulleys, etc. The incorporators are I. K. Friedman, Louis M. Cahn, Arthur B. Schaffner.

The A. E. Baxter Engineering & Appraisal Co., of Buffalo, N. Y., has recently added a brewery department to its business. This is proving a very profitable venture as it now has on hand over \$200,000 worth of new work in this line.

The Iowa trade of the Marseilles, Mfg. Co., makers of New Process Corn Shellers and cleaners, has been constantly increasing. To meet this demand for their goods, they have established a branch house at Cedar Rapids, Ia., at which place a complete line of samples will be shown. L. R. Orr will be manager of the new branch.

The Joseph Dixon Crucible Co., of Jersey City, has an article on the market which is of special interest to buyers and users of gas and gasoline engines. It is known as Dixon's No. 635 Graphite and is used for lubricating gas engine cylinders and for all small or close fitting bearings. As this article is not affected by any degree of heat, its merits will at once be recognized.

Notice has been sent out that the business heretofore conducted by the Guaranty Storage Warrant Co., of Chicago, will in the future be continued by the Merchants' and Manufacturers' Warehousing Co., of New York. The National Surety Co., of New York, will guarantee all warrants issued. W. H. Banks will be the western manager, with offices in the Rookery building, Chicago.

Borden & Selleck Co., of Chicago, manufacturers of conveying and elevating machinery, have recently issued catalog No. 5 of their elevating and conveying machinery. It is replete with illustrations showing the Harrison Conveyor in actual use. This conveyor is used by elevator men to convey ear corn. This firm, besides handling shafting, pulleys, gas and gasoline engines, are the general western agents for the Howe scales.

The annual meeting of the stockholders of the Joseph Dixon Crucible Company was held at the company's main office, Jersey City, N. J., Monday, April 17, and out of a possible vote of 7,345 shares there were 7,069 shares voted for the re-election of the old board, consisting of Edward F. C. Young, John A. Walker, Daniel T. Hoag, Richard Butler,

William Murray, Alexander T. McGill and Joseph D. Bedle. President E. F. C. Young, Vice President and Treasurer John A. Walker and Secretary Geo. E. Long were re-elected by the directors. Judge Joseph D. Bedle was also re-elected as counsel.

TEXAS.

Tomkies & Co. will build a rice mill at Houston, Tex.

The Texas Star Mills, Galveston, will rebuild their rice mill.

The Beaumont Rice Milling Co. will rebuild its mill at Beaumont, Tex.

W. O. Brackett & Co., grain dealers at Sherman, Tex., suffered \$750 loss by the burning of a warehouse owned by B. L. Fielder. Insurance, \$500.

The Texas & Pacific Railway has made a reduction in rates on grain, grain products and hay from points in Texas to points in Arkansas and Louisiana.

The Missouri, Kansas & Texas Railway will cancel the arrangements for the absorption of trackage charge of the Galveston Wharf Co. Railroad at Galveston, Tex., on interstate grain shipments.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, reports that during April eight vessels cleared with 450,000 bushels of wheat and 212,000 bushels of corn; against 206,000 bushels of wheat, 342,000 bushels of corn and 34,000 bushels of rye during April, 1898.

All the property of the Empire Grain Co., at Sherman, Tex., was sold April 26 by the receiver J. R. Cole, for \$4,000. The buyer, C. F. Gribble, acquires the warehouse and effects and hay barn in Sherman, warehouse at Southmay, warehouse at Pottsboro, corn pens at Tom Bean and Luella, warehouse at Luella and all notes and accounts.

MARYLAND.

The rumor that the Northern Central Railway would build a 2,000,000-bushel grain elevator at Baltimore is neither denied nor affirmed by the officials of the company.

At the recent annual selection of sample tables on the Baltimore Chamber of Commerce the highest price was paid by the Smith-Gambrill Co., \$21.50, for a grain table. Seventy-one grain tables sold for \$367.50, and twenty-three flour tables for \$20.25, premium, in addition to the annual rental of \$4 to \$8.

PENNSYLVANIA.

Grain trade news items are always welcome.

John Parent & Co., Union City, Pa., recently ordered a Cornwall corn cleaner of the Barnard & Leas Manufacturing Company.

Two journals, the Grain Dealers Journal, published at Chicago, Ill., on the 10th and 25th of each month, and the Hay Trade Journal, published at Canajoharie, N. Y., every Friday of the year, for \$2. Both are invaluable to the trades they represent. Try them.

Daniel McCaffrey's Sons, receivers of hay, grain and mill feed at Pittsburg, Pa., write under date of May 8 that the receipts of timothy hay continue extremely light, and all grades are scarce and wanted. Quick shipments are urged, to secure full benefit of advancing market.

NEW ENGLAND.

John Lawrensen, grain dealer at Westbrook, Me., has moved into his new store.

Garland, Lincoln & Co., of Worcester, Mass., have recently added agricultural implements to their grain business.

A carload of hay consigned to W. T. McLaughlin & Co., of Jamaica Plain, Mass., was burned recently at Boston.

A. D. Puffer, of Springfield, Mass., is doing a large business in grain and seeds this spring, in addition to handling farm machinery.

Bugbee Bros., grain dealers at Hartford, Conn., have been succeeded by Henry A. Bugbee. Orrin W. Bugbee will locate in the west.

P. J. Mitchell, for ten years in the employ of DeWitt Mesick, has engaged in the grain and hay business on his own account at Springfield, Mass.

James M. Berry & Co., dealers in hay and grain, at Boston, Mass., suffered loss recently by the burning of their warehouse. The building and contents were valued at \$6,000; insured.

OHIO.

Franke Bros. have purchased the Main Street Elevator at Postoria, O.

Owen Davis and others of College Corner contemplate building an elevator at Oxford, O.

Directors of the Wabash Elevator Co., of Toledo, O., met May 3 to fix storage rates for the season.

F. L. Smith has sold his interest in the elevator at Sherwood, O., and is looking for another location.

Readers will confer a favor by sending us notices of new elevators, and other grain trade news of their vicinity.

Philip Smith, Sidney, O., has ordered a Victor corn sheller and special grain separator of the Barnard & Leas Mfg. Co.

M. D. Burke & Co., Pemberton, O., writes: The wheat is looking fine here. Oats will be short if we do not get rain soon.

The Toledo 'longshoremen's union voted May 5 not to act in sympathy with the striking grain shovelers of Buffalo.

Jonas Christman of Tiffin has been placed in charge of the elevator on the Nickel Plate at Green Spring, O., by the new lessees, Sneath & Cunningham.

F. Mayer, Van Wert, O.: Wheat crop of Paulding, Defiance and Henry counties almost a failure, one half crop in Van Wert and three quarters crop in Putnam.

F. L. Smith, of Sherwood, O., writes: Wheat will not be over 50 per cent of a crop in this section. Oats and corn will be planted in place of the wheat that was killed.

At Sabina, O., S. M. Thorn and G. H. Lloyd are both making improvements in their elevators, including the installation of the Constant grain feeders made by the B. S. Constant Co.

The B. S. Constant Co. has sold six of its grain feeders to the Washington Milling Co., Washington C. H., O. One of the feeders is to convey a distance of 226 feet either way, between the mill and elevator.

The Deer Creek Grain Co., of Williamsport, O., will remodel their new elevator, to handle all kinds of grain. The company will put in a grain feeder made by the B. S. Constant Co., of Bloomington, Ill.

H. J. Kneisley, Carroll, Ohio: I have been talking of the work of the National Association to different dealers and think if an effort was made in the right way Ohio dealers would be organized before the new crop of wheat is harvested. All the regular dealers of the state should be invited to meet at Columbus to take steps to do away with scoop shovel men, shortages, etc.

Ohio state crop report, May 1: Gradually, since January 1st, the wheat estimates of correspondents have been going down, until now, when it is possible to render more correct judgment, and to know the real extent of damage, the condition or prospect for the state, as deduced from the hundreds of township returns, is placed at 78 per cent as compared with an average, or in other words, a prospect for three-fourths of a crop. The oats acreage is 89 per cent of last year's; but as seeding is not completed the area will undoubtedly be increased.

Fire started in the C., H. & D. Elevator at Toledo, O., on the morning of April 28, and getting a good start in the top floor, bid fair to destroy the entire plant. Fear of a dust explosion did not deter the firemen, who boldly entered through a top-floor window and extinguished the flames, having first taken the precaution of closing the lower doors to stop the draft. The fire was confined to the top floor, so the damage is slight. Little grain was in store; this was damaged by water. Toledo's firemen are deserving of great praise, as there are few cases on record of an elevator fire being extinguished after getting so good a start.

NEW YORK.

The burned elevator at Dresden, Yates county, N. Y., operated by Denniston & Angus, will be rebuilt.

Plans have been drawn for the grain warehouse to be built by the American Malting Co., at Buffalo, N. Y. Its cost will be \$8,700.

The New York Industrial Exchange, of New York city, has begun trading in wheat futures. A. D. Lamberton is president of the board.

George H. Milson, who was formerly in charge of the Frontier elevator at Buffalo, N. Y., is now manager of the new elevator at Manchester, Eng., built on the American style by the Manchester Ship Canal Company.

Suit to collect a mortgage for \$3,300 on a grain elevator at Rochester, N. Y., owned by Emmett H. Craig and others, has been brought by the New York National Building & Loan Association. The elevator is operated by a brother of Mr. Craig.

Trouble has been fomented among the grain scoopers at Buffalo by the labor agitators and keepers of grog shops. Hitherto the wages of the men have been distributed by the saloon-keepers. The new arrangement made by Contractor Conners with the Lake Carriers Association ends this lucrative branch of their trade. In a clash between union and non-union scoopers two men were seriously wounded May 2, one of them being William H. Kennedy, who has been a foreman in one of the elevators for several years. Mr. Conners has a few hundred men at work and a great many loaded vessels are in the harbor, waiting to discharge their grain cargoes.

INDIANA.

An elevator is to be built at New Lisbon, Ind.

Beaty & Doan are building a grain elevator 40 feet square in their yards at Ossian, Ind.

Work is progressing on the Churchill-White Grain Company's new elevator at South Bend, Ind.

The elevator of the Noblesville Milling Company, at Noblesville, Ind., was damaged by fire and water April 24.

D. S. Scoffern, the grain buyer of New Carlisle, Ind., is building an elevator on ground leased of the Lake Shore & Michigan Southern railroad.

Carey Jackson, grain dealer of Falmouth, has purchased the elevator and mill of Francis T. Root at Connersville, Ind., giving in trade 220 acres of land at \$63.50.

Studabaker, Sale & Co., of Warren, Ind., have purchased of the Barnard & Leas Manufacturing Company a No. 2 improved corn cleaner and a No. 1 Victor corn sheller.

William Nading of Shelbyville, Ind., is building an elevator at Lewis Creek, which is the seventh elevator owned by Mr. Nading to be equipped with grain feeders supplied by the B. S. Constant Co.

The Barnard & Leas Manufacturing Company has recently sold to the Richmond City Mill Works, Richmond, Ind., a No. 2 receiving separator, a No. 1 Victor sheller and a No. 1 Cornwall corn cleaner.

W. F. Spiker, grain dealer at North Manchester, Ind., has employed E. Hathaway, who formerly managed the Big Four Elevator at Manchester, to take charge of the grain business at Spiker, Ind.

A. E. Hartley's old west elevator on the Pan Handle track at Goodland, Ind., was burned to the ground on the night of April 26, together with 25,000 bushels of oats. Loss, \$10,000; insurance on grain, \$5,000; on elevator, \$2,000.

At the opening of the Churchill-White Grain Co.'s new elevator at Wheatfield, Ind., prizes were offered by George White for the best heads of wheat, best team of horses, the fattest farmer, and \$1 for the largest lady, wife of a farmer.

Two journals, the Grain Dealers Journal, published at Chicago, Ill., on the 10th and 25th of each month, and the Hay Trade Journal, every Friday of the year, for two (\$2) dollars. Both are invaluable to the trades they represent. Try them.

A. & E. H. Wolcott, of Wolcott, Ind., write: Our two elevators at Remington were sold to Messrs. McCray, Washburn and Hand, who are operating under the name of McCray, Morrison & Co., and to Messrs. Taber, Curtiss and Coover, who are building new houses, McCray & Morrison taking our west elevator and Taber & Curtiss the east elevator. Both firms are very strong financially and will have very fine facilities for handling grain.

The weekly Indiana crop bulletin of May 2 says: Warm and favorable weather continues, with local rains in the central and southern portions. In the northern portion rain is needed for all growing crops. Wheat improved much and grew rapidly in the central and southern portions, promising a good yield. In the southern portion it is jointing; in the northern portion the prospect for a good wheat crop is very

bad. Many wheat fields are being sown with oats. Rye, barley, timothy, meadows and pasturage are growing well. Oats are nearly all sown and are coming up well. Plowing for corn progressed rapidly and much corn was planted.

NEBRASKA.

Kindly send us notices of new elevators, new firms and business changes.

Wells & Neiman, of Schuyler, have leased the Schuesler elevator at Rogers, Neb.

Charles Hubbell of Bradshaw, Neb., contemplates the erection of a new elevator.

Adam Schaupp, Loup City, writes: I sold my elevator at Ashton, Neb., to Thomas Jamrog.

O. W. Hutchinson, of York, will remove to Guide Rock, Neb., where he has bought an interest in an elevator.

At Bancroft, Neb., two elevators will be built, one a 45,000-bushel house, by the Peavey Company, and the other by the American Grain Company.

The old boiler in the elevator at Nickerson, Neb., operated by the Nye & Schneider Company, will be thrown out and a new engine put in complete.

C. E. Beebe, of Stanton, has been placed in charge of the elevator at Exeter, Neb., recently purchased by the Nye & Schneider Company, of Fremont.

Recent reports to the Nebraska department of agriculture state that not 5 per cent of the 800,000 acres of winter wheat sowed last fall has survived.

The Westbrook Grain Co. has been incorporated at Omaha, Neb. Capital stock, \$20,000; incorporators, E. S. Westbrook, Charles C. George and William E. Pease.

Lee & Gingery, of Dunlap, Ia., write: We have sold our elevator and lumber business at Valparaiso, Neb., to Infield & Britson of Panama, Ia., who will take possession May 16.

George A. Gray has the material on the ground for a large elevator on the Chicago, St. Paul, Minneapolis & Omaha railroad at Coleridge, Neb. F. E. Jones has the contract for the building.

The Barnard & Leas Manufacturing Company has received an order from J. A. Campbell & Son, Lincoln, Neb., for a No. 4 elevator separator, Victor sheller and Cornwall corn cleaner.

George S. Gould, of Bellwood, Neb., writes: I can thankfully report that no new elevators are to be built at this point, as we have four now. No changes will be made except ordinary repairs.

The Nye & Schneider Company, of Fremont, Neb., has just purchased the Cherney & Kavan elevator at Geneva, which was recently purchased at auction by John Killian, of Morse Bluffs, Neb.

Adam Schaupp, Loup City, Neb., writes, May 1: We had a very fine rain in this section, 1½ inches. Most farmers are through seeding and wheat is coming very nicely, though about 20 days late. Wheat has sold very freely here at 50 cents per bushel.

George S. Gould, of Bellwood, Neb., writes: Our winter wheat is gone up. There is not ten per cent of a stand, and that very spotted. It is very dry and dusty here, and we have had terrific winds, which are a detriment to spring wheat and oats. The spring wheat seeding is about the same as last year. Oats will be a slight increase, and corn a heavy increase if wheat is all plowed up. Pastures are backward and the sea-

son also. Land is being plowed up rapidly for corn planting, and some has been put in (May 2), but only a field or two.

Secretary A. H. Bewsher, of the Nebraska Grain Dealers Association, is compiling crop reports, the great value of which was demonstrated by the late service regarding the corn crop. The information is compiled solely for the benefit of members of the Nebraska association and with no intention to influence prices. The co-operation of all dealers will make this service more valuable than ever.

SOUTHEAST.

Grain trade news items are always welcome.

A large steel elevator will be built, it is said, at Louisville, Ky., by some of the men who have sold their distilleries to the trust.

Moody & Vaughan, of Nashville, have received the contract to erect the grain elevator for Parnam Bros., at Franklin, Tenn. The building will cost \$2,550.

Henry A. Klyce's grain elevator at Dyersburg, Tenn., was burned on the morning of May 1, with 5,000 bushels of shelled and 500 bushels of ear corn. Loss, \$15,000; insurance, \$7,500.

The elevator and mill of the City Grain & Feed Co., at Columbia, Tenn., were burned April 20. Loss, \$12,000; insurance, \$8,500. The fire came at a bad time, as business was brisk, the firm shipping 18 cars per day.

The Kentucky crop report for the week ending May 2 states that winter wheat shows great improvement. Farm work has progressed rapidly. Plowing for corn is well along and probably about half the crop is now planted.

The City Grain & Feed Co., Columbia, Tenn., is rebuilding its burned plant with greater capacity. Storage for 60,000 bushels will be provided. A large corn sheller and grinding mill will be put in, besides a 200 horse power Corliss engine.

John Welch, of Spring Station, Woodford Co., Ky., says: The wheat is not as badly damaged in our section as was feared, and but few fields have been plowed up. The wheat has come out wonderfully within the last two weeks, and there will be 75 to 80 per cent. of an average yield in our locality.

A petition to put C. D. Smith & Co., grain dealers of Nashville, Tenn., into involuntary bankruptcy has been filed in the United States Circuit Court by F. P. Potter and others of Cranville, Ill. Recently the firm was incorporated as the C. D. Smith Co., with \$50,000 capital, by C. D. Smith, L. I. Brawner, M. T. Peck, C. D. Jones and C. D. Hutchings. The petitioners allege the liabilities of the firm are \$50,000 and the assets 40,000 bushels of wheat.

The collapse of B. S. Rhea & Son's grain elevator at Nashville, Tenn., May 1, precipitated 5,000 sacks of corn and wheat into the river and on the bank. The loss on the part of the building which fell, 25x40 feet, is \$1,200. A small portion of the grain was damaged by water, and the cost of rehandling is considerable. Owing to high water all the grain had to be stored in the second floor, which was overloaded, and although braced with jack screws, the building was observed to lean considerably over the river bank and no one was allowed to enter that section. Mr. Rhea is rebuilding.

ILLINOIS.

Meyers Bros. will soon begin work on their elevator at Cockrell, Ill.

John Tivis, grain dealer at Loxa, Ill., died recently, after a lingering illness.

Andrews Bros., grain dealers, have moved from Washington, Ill., to Walnut, Ill.

Rapp & Froebe have purchased the Rapp interest in the elevator at Harness, Ill.

Broomcorn dealers held a meeting at Tuscola, Ill., May 9, to consider an increase in the price.

J. J. Matern has bought the interest of his partner, C. F. Austin, in the grain business at Tonica, Ill.

Send us notices of new elevators, new firms and business changes; also report the condition of the crops.

J. J. Kemp, Jr., of Lexington, Ill., has let the contract for the erection of a 25,000-bushel grain elevator.

Baldwin, Gurney & Co., grain commission brokers of Chicago, will retire from their large business June 1.

We are indebted to R. C. Grier, secretary of the Peoria Board of Trade, for a copy of his annual report for 1898.

Sauer's grain elevator was destroyed by a fire that laid in ashes the business portion of the town of Rutland, Ill.

The Interstate Elevator Company, of Jersey City, N. J., has been licensed to do business in Illinois with a capital of \$5,000.

H. R. Whiteside has been appointed official sampler of the Chicago Board of Trade in place of William McDougall, deceased.

B. B. Boecker's grain elevator at Naperville, near Chicago, was burned to the ground May 8. Loss, \$5,000; insurance, \$2,000.

J. F. Butzer, Hillsdale, Ill., has bought a No. 5 warehouse separator made by the Barnard & Leas Manufacturing Company, Moline, Ill.

The grain car door business of the McGuire Mfg. Co., National Railway Specialty Co., and Q. & C. Co. has been absorbed by a trust.

Jacob Kline has purchase the grain and elevator business of W. C. Bunn at Byron, Ill. Mr. Bunn sold out on account of poor health.

J. W. Puett and John A. Williams have bought a 35,000-bushel elevator at Cissna Park, Ill., on the C. & E. I., and will take possession June 1.

The Barnard & Leas Manufacturing Company recently received an order for one No. 9 Cornwall corn cleaner from Fairbanks, Morse & Co., Chicago.

Hagerty, Hunter & Co., Peoria, have ordered of the Barnard & Leas Manufacturing Company, Moline, Ill., one No. 4 and one No. 2 receiving separator.

Chicago grain trimmers declare they will neither go to Buffalo to help the grain contractor, nor go on strike in Chicago to help the union scoopers.

The Pratt-Baxter Grain Co. has completed its new elevator at Honey Bend, Ill. Its capacity is 6,000 bushels, with cribs for 16,000, and five corn dumps.

J. P. Graham, who has been in the grain business at Rio, Ill., with W. A. Fraser, has returned. The business in the future will be conducted by Mr. Fraser.

E. R. Ulrich & Sons of Springfield, Ill., have purchased the elevator of the Shellabarger Mill & Elevator Co., at Cerro Gordo, and will retain J. M. Shively in charge.

George Cline, of Abingdon, Ill., will engage in the grain business at Hermon, where he will build an elevator. Mr. Cline will handle lumber also, and Robert Morgan will be his right-hand man.

W. A. Fraser's new elevator at North Henderson, Ill., is rapidly nearing completion. The entire equipment for this elevator was furnished by The Frost Manufacturing Company, of Galesburg.

Martin Kennedy, who formerly bought grain at Esmond and Clare, Ill., has purchased the White elevator of the Creston Tile Company, at Creston, Ill., and will give the plant a thorough overhauling.

A good commodious office is a necessity and not a luxury to a grain elevator, with this idea in view B. F. Williams & Son of Sheffield, Ill., have recently built and fitted up a new office at their elevator.

The Charleston Warehouse & Elevator Company, Charleston, Ill., recently made one shipment of 200 tons of broomcorn to New York. An Indianapolis firm which has been holding the brush sold the 200 tons at a high price.

The Weller Manufacturing Company has recently given an order to the Barnard & Leas Manufacturing Company for one No. 2 and one No. 0 Victor corn sheller, one No. 2 Cornwall corn cleaner, and one No. 4 double screen corn cleaner.

J. F. Radford, with the Pope & Eckert Co., Chicago, says: "The oat acreage is wonderfully increased in Illinois this year. A good crop seems a sure thing as the planting was done when the ground was in the best of condition for seeding."

Hay dealers who handle grain and grain dealers who handle hay can secure both the Hay Trade Journal and the Grain Dealers Journal for \$2 a year if subscribed for at the same time. Alone, the former costs \$2. Don't miss this opportunity.

The Illinois crop report on wheat is: northern division, 78 per cent plowed up, condition 29, in farmers' hands 9 per cent; central division, 60 per cent plowed up, condition 48, in farmers' hands 7 per cent; southern division, 35 per cent plowed up, condition 70; in farmers' hands 10 per cent.

W. C. Ervin, of Chicago, who for the last two or three years has been trading through E. Mueller, has made arrangements whereby in the future his business will be conducted through E. Seckel & Co. Mr. Ervin's business is that of shipping all kinds of grain to eastern and southern jobbers and exporters.

The charge that the two vice presidents of the Chicago Board of Trade were connected with bucket shops has been investigated by a committee, which reports that neither Henry O. Parker nor James Nicol was a partner nor had any partnership interest whatsoever in the firm of Alex. Nicol & Co.

W. O. Brown, of Chebanse, Ill., has purchased the Kinney elevator for \$1,850, taking possession after satisfying a chattel mortgage of \$1,500 held by James Porch. Mr. Brown will put in new dumps, tear down the large brick chimney, put in a new gasoline engine, build new coal sheds, and make other improvements.

A southern Illinois elevator man had a lot of damp corn that got hot on his hands. He did his best with the facilities he had to improve its condition; but failed; and finally decided to ship it to Chicago. En route there were sev-

eral delays and the grain was received at destination in a condition worse than ever. It was sacrificed at prices from 18 cents up.

Charles D. Snow & Co., Chicago, who have had their offices at 234 La Salle street, on May 1 moved into larger and more commodious quarters in the Rialto building. Since the organization of this firm last November it has had a steady growth, and on account of this increase in business it was found necessary to have larger quarters. The new offices have been especially fitted up to meet the needs of this firm as well as to accommodate its customers.

The McReynolds Elevator Company has been incorporated at Chicago to build and operate a grain elevator on the Calumet river, Chicago. Capital stock, \$300,000. Incorporators, George S. McReynolds, Foster A. Rhea and James R. Godman. George S. McReynolds and John E. Botsford, of Port Huron, Mich., have purchased 415 feet of dock property, on which the Botsford-Jenks Company will erect a 1,500,000-bushel elevator of steel and frame construction, with an unloading capacity of 300 cars per day. The plant will be equipped with grain cleaning and oat clipping machinery. Work is to begin immediately.

IOWA.

The burned elevator of Charles Counsellman & Co., at Mitchellville, Ia., will be rebuilt.

Joseph A. Springmire is getting out rock for the foundation of his grain elevator at Tiffin, Ia.

The Dysart Grain Co., Britt, Ia., have concluded once more to erect an elevator, making three in that town.

Kruse & Dunn, Swea City, Ia., are making some repairs on their elevator, and will put in a new elevating outfit.

Lester A. Grant of Thompson has purchased the elevator and grain and coal business of Martin Cook at Reinbeck, Ia.

C. H. Coburn, Callender, Ia., has purchased a Victor corn sheller and a Cornwall corn cleaner of the Barnard & Leas Mfg. Co.

The Barnard & Leas Mfg. Co. has supplied a No. 35 special grain separator to the Independent Malting Co., Davenport, Ia.

The Barnard & Leas Mfg. Co. has supplied the Globe Machinery Co., Des Moines, Ia., with one No. 2 Cornwall corn cleaner.

Spontaneous combustion started a fire in the Morehouse Elevator at Glidden, Ia., but was discovered in time to prevent much damage.

T. J. Watkins, Gomer, Ia., has bought a No. 2 Victor corn sheller and a No. 2 Cornwall corn cleaner made by the Barnard & Leas Mfg. Co.

J. L. McPherrin, Oakland, Ia., has bought one No. 1 Victor corn sheller and one No. 2 Cornwall corn cleaner of the Barnard & Leas Mfg. Co.

J. A. Campbell & Son, designers and builders of grain elevators, Lincoln, Neb., will build an elevator of 20,000 bushels capacity at Atlantic, Ia., in connection with a 100-barrel flour mill.

The elevator at Ogden, Ia., collapsed on the evening of April 22. About 12,000 bushels of shelled corn, 15,000 bushels of oats and a quantity of wheat was badly mixed. The building had been considered unsafe for some time, and the company's inspector, who had been

sent for, arrived a few moments before the wreck.

Shoeneman Bros., of George, Ia., have bought the elevator and lumber yard of Cressler Bros., at Jefferson, Ia. Mr. E. E. Cressler, who was in charge, has built up a large and profitable business.

A. D. Dawson of Marble Rock, Ia., shipped out of his elevator early in May 35,000 bushels of oats which he has been holding since the price was 17 to 19 cents and for which he received close to 30 cents.

Jacob Pohl will rebuild his elevator which was burned at Hampton, Ia., and put in a gasoline engine. Having bought the interest of his partner, Mr. Johnson, Mr. Pohl will conduct the grain business alone.

Austin & Co., Vincent, Ia., have purchased the elevator business of Anderson Bros. and Johnson & Co., and the residence of Mr. Johnson. The new owners expect to do an extensive business in grain and coal.

The B. S. Constant Co., of Bloomington, Ill., recently shipped an outfit of its special grain handling machinery to the D. K. Unsicker Grain Co., for the new elevator at Butler, Ia. The plans and the entire equipment of this building, except the engine, were furnished by the B. S. Constant Co.

Thos. Steer, Braddyville, Page Co., Ia., was in Chicago recently. He reports wheat acreage increased 5 per cent. One-half has been plowed up. We will not have 20 per cent of a crop. A few farmers have sowed spring wheat, a few have sowed oats. There will be considerable increase in the corn acreage. Old corn in farmers' hands, 20 per cent, but the feeders are taking much of it.

MISSOURI.

The Moss Commission Co. has been established to deal in grain on the Kansas City Board of Trade.

The Missouri crop report makes the condition of winter wheat 61 per cent, against 68.9 per cent. last month.

W. W. Culver, formerly chief grain inspector of Kansas, has engaged in the grain business at Kansas City, Mo.

The Kansas City office of the Bates County Elevator Co. has been closed and the effects removed to St. Louis, Mo.

For embezzling \$3,000 while in the employ of the Michael Grain & Commission Co., at Springfield, Mo., C. D. Cunningham was sentenced to two years in the penitentiary.

The American Hay & Grain Co. has been incorporated at St. Louis, Mo., with \$20,000 capital stock, one-half paid. Incorporators, Arnold Fuchs, Julia M. Fuchs and William Herzog.

W. D. Judd has engaged in the grain business at St. Louis, Mo., where he owns the Brooklyn Street Elevator. Prior to his departure for the east Mr. Judd was conducting a grain business at St. Louis.

The Missouri section of the United States crop service reports that during the week ending May 1 wheat continued to improve and is growing finely, except in some of the northern and western counties, where it was too badly damaged to recover, some fields being almost entirely bare. In a number of the southern counties the late sown now promises a fair crop. Chinchbugs are doing some damage in Johnson and Douglass counties. Oats and grasses are growing rapidly, and in most sections

pastures now furnish sufficient feed for stock. Early planted corn is coming up well, and in the extreme southern counties a few fields are being cultivated. The acreage sown to oats will probably be much smaller than usual, owing to the lateness of the season. In most of the east, central and southern counties conditions were more favorable, and work progressed well during at least part of the week, oat sowing being completed, and considerable corn planted.

KANSAS.

An elevator and mill are to be built at White Water, Kan.

Woodnut & Hipple, grain dealers at Hutchinson, Kan., have dissolved partnership.

Readers will confer a favor by reporting the grain trade news of their vicinity and the condition of crops.

The Capitol Elevator Co., of Topeka, Kan., refuses to recognize the newly appointed grain inspector, Thomas Cross.

The elevator to be built at Coffeyville, Kan., by the Phoenix Mill & Elevator Company will have a capacity of 75,000 bushels.

F. M. Baker, after making a tour of inspection, states that the wheat between Atchison and Downs, Kan., will make only a third of a crop.

J. T. Kirkendal, who has been operating elevators at Americus and Allen, will build an elevator at Emporia, Kan., where he has arranged for a site.

The Greenleaf-Baker Grain Company, Atchison, Kan., recently gave its order to the Barnard & Leas Manufacturing Company for a No. 2 Victor corn sheller.

The Barnard & Leas Manufacturing Company received an order recently for a No. 3 elevator separator from the Arkansas City Mill Company, Arkansas City, Kan.

Morris Frank, who furnishes the state crop reports from Leavenworth county, Kan., now estimates the condition of winter wheat at 50 in his county, instead of 60, as reported by him to the state.

The Hutchinson Grain & Feed Company, Hutchinson, Kan., has purchased of the Barnard & Leas Manufacturing Company a Cornwall corn cleaner, a Victor sheller and a special grain separator.

The allegation that Wichita grain shippers were concerned in a conspiracy to defraud the Santa Fe Railway is false. The parties implicated were two employes at Purcell and a grain shipper in Texas.

The United States crop service reports an improvement in the condition of wheat during the last week of April, in all sections of Kansas. Rain is needed in the western section. Corn planting is general.

Goffe, Lucas & Carkener, of Kansas City, received 46 reports during the last week of April on the condition of Kansas crops. They showed little improvement in the wheat prospects over those reported a month ago. Rain is needed in the central and western parts, and high winds have damaged many fields.

Secretary Smiley of the Kansas Grain Dealers' Association issued a comprehensive report April 25, on the condition of the growing wheat in that state. It was compiled from reports sent him by members of the association in 52 counties and showed a total acreage of 3,636,975 of which 28 per cent has been

plowed up leaving an acreage of 2,618,622. The average condition in these counties is 56. The acreage of the other 53 counties of the state in 1898 was 1,225,000. He estimates the acreage to be harvested at 3,228,280 and the crop, providing favorable conditions prevail until harvest, at about 25,000,000 bushels.

The Kansas Grain Co., of Hutchinson, is expending \$15,000 on improvements to its elevator, new power plant and office. The new power house is 60x75 feet, with a steel stack 85 feet high, and will contain a new engine of 250 horse power, taking steam from three boilers, each of 100 horse power. A portion of the fuel for the boiler furnaces will be gathered from all parts of the elevator by a dust collecting system. An additional separator will be added to the three now in the building; and a steam car puller with power sufficient to draw a whole train will also be put in. The daily capacity at Hutchinson is stated by L. B. Young to be 25,000 bushels.

SOUTHWEST.

Grain trade news items are always welcome.

The Custom Rice Mill at Lake Charles, La., will be rebuilt.

The Eagle Rice Mill at Crowley, La., which was burned, will be rebuilt.

A rice mill will be constructed at Opelousas, La., by the Opelousas Mercantile Co.

L. A. Robinson is president of a company which will build a rice mill at Welch, La.

The burned rice mill at Crowley, La., will be rebuilt by the Southwestern Louisiana Milling Co.

At New Iberia, La., a rice mill will be erected by a company of which J. P. Suberville is president.

Andrew Paulson, Richfield, Utah, has purchased a No. 2 receiving separator of the Barnard & Leas Mfg. Co.

Julius Vairin, at one time a leading grain and flour merchant of New Orleans, La., died May 5, of Bright's disease.

S. B. Smith & Co., Little Rock, Ark., have purchased a No. O Cornwall corn cleaner made by the Barnard & Leas Mfg. Co.

A gasoline engine and feed grinder will be put in by C. F. Middlecoff, of Akron, Colo. Mr. Middlecoff will build two additional bins, increasing his capacity from 3,000 to 5,000 bushels.

Fire destroyed the grain warehouse and office of T. H. Bunch at Little Rock, Ark., at an early hour on the morning of April 28. Nothing was saved. Loss, \$25,000; insurance, \$20,000.

J. M. Townes, of Little Rock, Ark., and Guy C. Smith, of Los Angeles, Cal., have formed a partnership as Townes & Smith, to do a wholesale business in grain and flour at 412 East Markham street, Little Rock, Ark.

New Orleans exported during April 821,770 bushels of corn, 510,652 bushels of wheat and 23,500 bushels of oats; compared with 1,574,000 bushels of corn, 922,038 bushels of wheat, and 162,313 bushels of oats during April, 1898.

The Government crop report for Arkansas, May 2, says: Corn planting was finished in many localities; in others it is nearing completion. The early planted is coming up and the stand generally is good. In some sections it has been worked over for the first time;

in others it is ready to be worked. Wheat, oats and Irish potatoes have improved and, as a rule, are doing well.

C. F. Middlecoff, of Akron, Colo., writes: More spring wheat will be sown than last year, also more millet for feed. It is very seldom that there is enough corn raised here. I ship some wheat east; but there is more corn and chop shipped in than I ship out.

MICHIGAN.

A grain elevator is to be built at Gladwin, Mich.

Kindly send us notices of new elevators, new firms and business changes.

F. E. Kelsey has taken possession of the elevator of B. F. Harris at Caro, Mich.

Fred Welch, of Deerfield, Mich., has bought the grain elevator at Fenton, to which place he has removed.

A grain and wool warehouse will be erected at Waldron, Mich., by Hadley, Marsh & Co., who have purchased a location.

Bucket shops will be hard hit by the law passed by the Michigan house May 9 making it a felony for any one to deal in grain or other commodities without being prepared to actually receive and deliver the commodity.

A. J. Barlow of Atlas is superintending the construction of the elevator which is being built for William Simmonds of Fenton, at Gladwin, Mich. The building will be 22x35, with capacity for 5,000 bushels. The equipment will include a gasoline engine and cleaning machinery.

The Michigan crop report, as compiled by Justus S. Stearns, secretary of state, under the date of May 8, states that the weather during April was unfavorable for wheat in many parts of the state. The average condition of wheat in the southern four tiers of counties is 60, while April 1 it was 70; this is a fair indication of the condition of the wheat crop of Michigan, since, during the last twenty years, 85 per cent of the crop has been grown in these counties. The average condition of wheat for the central counties is 63, for the northern counties 77 and for the state 63. Because of winter killing 13 per cent will be plowed up. Slight damage has been done by Hessian fly.

WISCONSIN.

A. L. Wirtz has laid the foundation for his new grain elevator at Peebles, Wis.

The Kewaunee Grain Co. will run a general store in connection with its business at Casco, Wis.

The branch of the Northwestern railway from Gillett to Wabena, Wis., is to be built this summer.

A. H. Whittaker, formerly in the grain business at West Superior, Wis., with his brother, O. H. Whittaker, died at Manila.

Opinion is divided in the Milwaukee Chamber of Commerce as to the feasibility of establishing the Milwaukee freight bureau.

The Milwaukee Chamber of Commerce has taken the freight bureau, formerly sustained by private subscription, under its own control.

The elevator at Burnett, Wis., operated by J. H. Peachey and owned by George Lawrence, was burned May 4, with 6,000 bushels of grain. The building was insured for \$1,000.

Improvements will be made in the Globe elevator of F. H. Peavey & Co. at West Superior, Wis., to increase the cleaning capacity 50 per cent and the unloading capacity 40 per cent.

J. Evans, Barneveld, Wis., writes May 3: We are having a great deal of rain here at present, but the wheat is nearly all killed. The season is very late. Some of the farmers are not through seeding yet.

Henry Yeoman has removed his family to Galesville, Wis., where he has purchased a half interest in the Northern Grain Co.'s elevator. During the past year Mr. Yeoman has managed the company's elevator at Portage.

The Great Northern Railway has awarded the contract for the great elevator at West Superior, Wis., to the Riter-Conley Manufacturing Company, of Pittsburg, Pa. The contract amounts to \$800,000 and will require 2,000,000 pounds of steel.

The Wisconsin warehouse law, just passed, provides that firms dealing in grain or seeds may issue certificates for all such commodities actually in store; that certificates may be transferred; that certificates may be issued on grain of the same grade when mixed, and that a record shall be kept of the names of parties to whom certificates are issued.

MINNESOTA.

Governor Lind will investigate the Minnesota grain inspection department.

O. V. Eckart, of Northwood, Minn., has let the contract for a new elevator.

Improvements will be made by the Mankato Malt & Grain Company, of Mankato, Minn.

The St. Paul & Duluth has placed an order with the American Car & Foundry Company for 300 box cars.

Readers will confer a favor by sending us the grain trade news of their vicinity, and reporting the progress of spring wheat.

The Minneapolis Chamber of Commerce has voted to accept the proposition of Thomas Lowry for the erection of a new building.

A. D. Davidson and A. D. McRae have formed the Davidson & McRae Company, at Duluth, Minn., to do a grain commission business.

Deliveries on future contracts at Duluth, Minn., May 1 aggregated over 5,000,000 bushels of wheat and 2,500,000 bushels of other grains.

The Farmers' Grain Association has been incorporated at Paynesville, Minn., with \$20,000 capital stock, by E. A. Swanson, Fred Swanson and J. G. Swanson.

At Minneapolis recently a large quantity of burned wheat was used in constructing a new roadbed for the C. M. & St. P. railway. People residing in the vicinity complained of the odor, and the work was stopped by the health inspector.

The Minneapolis & St. Louis has adopted a line running through St. James and Sherburne, Minn., Estherville, Spencer and Sioux Rapids, Ia., to Storm Lake, Ia., for a portion of the extension from New Ulm to Omaha. Contracts have been let for the construction.

The St. Anthony & Dakota Elevator Company, of Minneapolis, Minn., will equip its country elevators with twenty gasoline engines. In order to provide employment for its agents the year around the company will embark in the

lumber business. A first order for 200 carloads has been given the Crookston Lumber Company.

In the district court at Slayton, Minn., farmers have brought 13 suits against the Peavey Elevator Co., on account of crooked work by its agent, Henry Rivers. Three suits have been brought by the company against farmers.

F. H. Peavey & Co., of Minneapolis, will increase their already large elevator facilities at Duluth, Minn., by the immediate construction of a 1,400,000-bushel working elevator and a 3,000,000-bushel storage house. A piece of ground 2,058x575 feet, costing \$26,500, on Rice's Point, has been purchased by F. H. Peavey from Owen Fergusson, of Chicago. As the details have not been decided upon, no contracts have been let, except for the making of the plans, which are being prepared by the Barnett & Record Company.

H. A. Waldron, grain buyer at Sargeant, Minn., has failed, with liabilities of \$15,000. Thereby hangs a tale. When Mr. Waldron began business two years ago he started out by paying very high prices for the farmers' grain. It took him only a year to lose several thousand dollars of his own money. Thereupon the farmers who had his money and felt sorry for him came to his rescue, and he contracted to act as their agent and sell their grain on a margin of one cent a bushel. Instead of adhering strictly to this plan, it is said he was advanced money by commission men and paid farmers cash on delivery. He paid almost continuously more than the grain sold for. The result was foreseen for some time.

NORTHWEST.

Abe Bolan of Rapid City, S. D., is building a grain and hay warehouse.

Ned Tobin has purchased the grain business of Al. Walpole at Mitchell, S. D.

F. C. Robinson, of Groton, N. D., whose elevator was burned recently, intends to rebuild.

An elevator of 40,000 bushels capacity is to be erected by farmers in the vicinity of Colgate, N. D.

The South Dakota Railroad Commission is about to condemn land for elevator sites at Beresford, Groton and Coleman.

The Mandan Mercantile Co., which has just completed a lumber warehouse at Dickinson, N. D., will build an elevator during the early summer.

W. D. Washburn, of Minneapolis, Minn., who has purchased 115,000 acres in North Dakota, proposes to build a railroad from Bismarck to Washburn, 40 miles.

A. B. Ellis and J. C. Gopp of Salem, S. D., and George McCullough of Minneapolis, has incorporated an elevator company under the laws of West Virginia to build and operate elevators in Nebraska.

J. Larimore, of Larimore, N. D.: The farmers around here do not estimate that more than 20 per cent of the wheat is in. On our farm of 8,000 acres about 30 per cent is in. Ordinarily at this time 70 per cent should be in.

While in Chicago recently, S. Y. Hyde, the elevator man of La Crosse, stated that a man whom his company had sent to investigate a proposition to build a number of elevators in the Northwest, reported that only 40 per cent of the wheat ground was plowed last fall.

Plowing was stopped by the cold weather, and while a great deal of spring wheat will be harrowed in on the stubble, this kind of seeding does not produce good results. It is claimed that thousands of acres are still under water.

The elevator at Toronto, S. D., was burned to the ground on the morning of April 27. Gasoline leaked out of the tank supplying the engine and filled the engine room with vapor, which exploded when a match was struck. In an instant the entire building was in flames.

CANADA.

Winter wheat in Ontario is reported to be badly damaged.

Shaw Bros., dealers in grain and hay at Brooklyn, have removed to Rossland, B. C.

The elevator of Gould & Elliott, at Pierson, Man., will be purchased by T. Bulloch & Son.

The Farmers' Elevator & Shipping Company has been incorporated at Kincardine, Ont., with \$5,000 capital stock.

At Treherne, Man., the Dominion Elevator Company was robbed of \$500 and the Northern Elevator Company of \$100.

F. F. W. Thompson, of Winnipeg, Man., estimates that the acreage of wheat will be increased this season 20 per cent.

The Barnard & Leas Manufacturing Company recently received an order for two No. 4 elevator separators from the Watrous Engine Works Company, Winnipeg, Man.

The legislature of the Northwest Territory has unanimously asked parliament to remove the restrictions against cheap flat houses and to permit loading direct from wagons.

Seeding of wheat has been delayed materially in the Canadian Northwest by the wet weather, and in districts where the land is flat the acreage will be considerably reduced.

The Winnipeg Elevator Company has been incorporated to succeed Bready, Love & Tryon, of Winnipeg. Incorporators, T. T. W. Bready, John Love, C. R. Tryon, James Carruthers and Chas. Walter Band.

Quite a heated debate occurred in the Territorial legislature at Regina lately on the elevator question. The debate was not heated in point of opposing elements, as all the speakers appeared to be on one side, and that in opposition to the present elevator arrangements. Several very extravagant charges were made against the grain dealers and elevator men, some of which were quite unreasonable. A resolution calling upon the federal government to compel the railway companies to permit anyone to build and operate grain elevators, grain warehouses or grain chutes was carried unanimously. The grain regulations adopted by the railway companies in Manitoba and the Territories have proved of great advantage to the country and a great benefit to the farmers. If anyone had been permitted to build flat warehouses for the handling of grain, we would have had a lot of little, unsightly shacks at every railway station, instead of the splendid line of elevators which now exist, without which there would be very little storage and handling accommodation for the farmers in the busy season, resulting in frequent grain blockades and loss to the farmers.—Winnipeg Commercial.

Joseph G. King, of Port Arthur, Ont., who put a Paine-Ellis Grain Drier in his cleaning elevator last fall, seems to have met with remarkable success in drying Manitoba wheat which was wet in the shock and in retaining the milling qualities of the grain. In a letter to The Commercial, of Winnipeg, he writes: "I had fully expected that the wet wheat would have bleached and be very inferior, but this has not proved to be the case. Drying wheat for milling purposes is an operation that must be carefully handled, because if the wheat is overdried the granulating properties are ruined; and if not sufficiently dried, the wheat will not keep; therefore, both these extremes must be avoided. Now, the question is asked, What is the effect the drying has upon the flour? The quality of the flour depends largely upon the gluten, and whether the gluten is damaged or not in drying depends upon circumstances. I am satisfied that if the wheat is delivered at a drying elevator perfectly cold and has not heated nor soured, there has been no damage done to the gluten. My own opinion is that gluten will not ferment under a temperature of 60 degrees and that this wheat dried under the conditions above stated, is just as good for milling purposes as is the same grade that has never been wet. Even wheat that is slightly heated will also, after drying, produce good flour. The conclusion of my experience is that wheat dried promptly and with efficient machinery is not materially damaged for milling purposes, although these results depend entirely upon the grain being scientifically dried."

PACIFIC COAST.

Oats are firmly held in Washington, as it is believed a shortage will develop before the new crop.

J. W. Bearup and B. F. Lewis have formed a partnership to deal in grain and farm machinery at Madera, Cal.

The Pacific Slope Grain & Seed Cleaning Works at Walla Walla, Wash., will soon be in operation. The machinery is being installed.

The Barnard & Leas Mfg. Co., has received an order from the Dibert Mfg. Co., San Francisco, Cal., for one No. 4 Barnard's elevator separator.

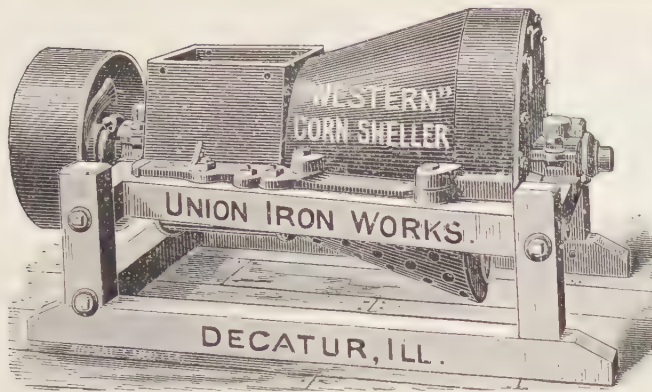
Reports to B. S. Pague, director of the United States crop service for Oregon, do not indicate any damage to grain. Cool weather has retarded growth.

Peter Greaves, Sr., has retired from the firm of C. Anderson & Co., dealers in grain and wool at Ephraim, Utah, to engage in the business on his own account.

Wheat receipts at Tacoma for the seven months ending with March have been 7,991 cars, against 9,612 cars in the corresponding period of 1897-8, showing that a large quantity is held in the interior.

W. H. Babcock, of Walla Walla, Wash., says: A great portion of fall wheat has been frozen out by the severe winter in the Big Bend country, which will necessitate reliance upon spring sowing to a greater extent than usual.

G. W. Salisbury, director of the United States crop service in Washington, in his report for April 24 says more warmth and sunshine is needed. Fall and early sown spring wheat is growing slowly, and the condition of wheat is generally better than a week ago.



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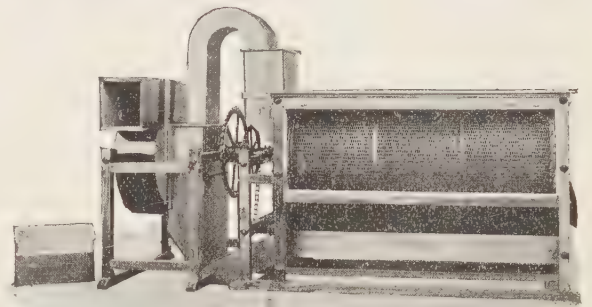
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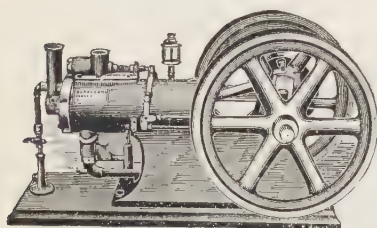
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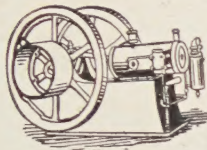
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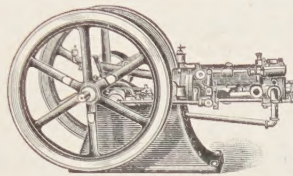
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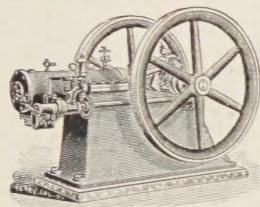


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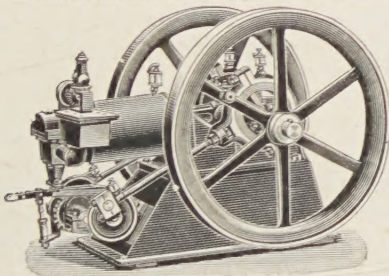
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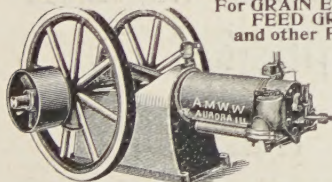
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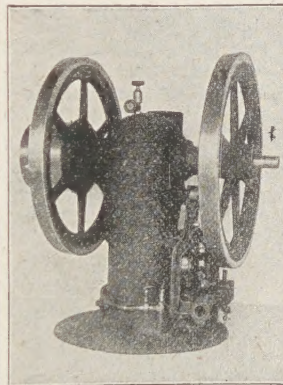
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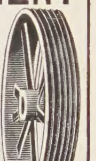
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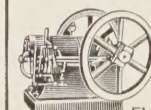
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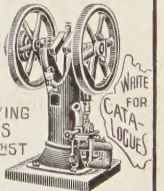
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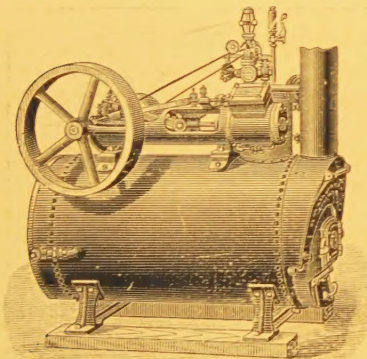
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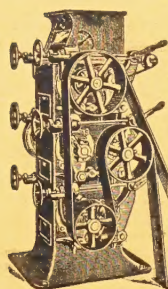
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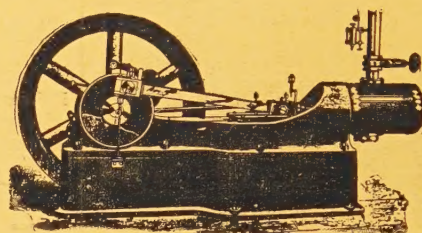
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